A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

October 3, 1966

Consider allocations for export . . .

—Vice President Humphrey

International Trade Winds Newsletter

Company News

NUCLEAR POWER—The Tokyo Electric Power Company (TEPCO) has awarded contracts to the General Electric Company and General Electric Technical Services Company, Inc. for what will be Japan's largest nuclear power plant. TEPCO is the largest privately owned utility in the world. The Fukushima Power Station, to be located about 150 miles northeast of Tokyo, will have a rating of 440,000 kilowatts, and will feed into the Tokyo Electric Power Company system to help meet Japan's rapid growing need for power. The power station is the seventh nuclear station order received by the General Electric Company thus far this year. These seven plants represent approximately 8,252,000 kilowatts of generating capacity. The number of G.E. boiling water reactors now in operation, on order, or under construction totals 28. Of this number, ten are located overseas.

MAINTENANCE EQUIPMENT—The Torit Corporation of St. Paul, Minn. has licensed Equipos Electromeccanicos S.A. of Mexico City to manufacture and sell Torit's line of industrial dust collectors in Mexico. The Mexican firm is a manufacturer of ventilating, air conditioning and dust collecting equipment. Torit's equipment complements Equipos Electromeccanicos' line of air handling products, enabling them to specialize in the control of in-plant air pollution throughout Mexican industry. Torit also has licensees manufacturing its products in Germany, Italy and Australia.

INSURANCE—The American Foreign Insurance Association has announced the formation of a Venezuelan insurance company through which AFIA will place property, casualty and surety covers. The new company, Seguros St. Paul de Venezuela, C. A., was created in compliance with the recent Venezuelan legislation requiring 51 per cent of insurance companies to be owned by nationals. The Venezuelan firm will have its main office in Caracas and branch offices in Maracaibo, Barquisimeto, and Valencia. It will be staffed by the AFIA personnel in Venezuela who have been transferred to the new company.

Let us have your suggestions for future articles in INTERNATIONAL COMMERCE. We'll try to fulfill your "assignments" within a reasonable time. Avoid technical requests of relatively narrow interest--should be of use to at least 2,500 readers. Tell us why your suggestion would be popular with others. Send along tips for research in the field. It all helps. We will reply to all suggestions.

"We are so encouraged by the results of this fair that we are sending one of our sales managers back on a return trip to follow up on many of the prospective buyers we did not have time for when we were participating." That's what Roy J. Bierman of Ramsey Engineering Company wrote recently about the U.S. Exhibition in Mexico City last August. The Mexico City exhibition set an all time sales record of two million three hundred thousand dollars worth of U.S. goods sold off the floor, with millions more in sales estimated during the next 12 months.

Readers add the hints throughout our World Trade Opportunities section to other data they obtain from various sources for a better picture of changing overseas demands for many products. Frozen food consumption, for example, is on the rise from London to Kuwait. Did you know that German consumption is now up to 3.5 pounds per capita? Consumption of frozen fruits and vegetables went up 26% there just in the last year, and there was a 40% increase in sales of frozen specialty foods.

State of Maine pride in its delicious lobsters was buttressed by the reception the delicacy received at Munich's IKOFA international food fair last month. Overseas product promotions by states are welcomed in the various U.S. Trade Centers, too. What is your state doing to internationalize its identity in connection with its commodities and manufactures?

Greetings to the consulting engineers, contractors and government officials from across the U.S. gathering at Boulder, Colo., this week for the Third Institute for International Engineering sponsored by the U. of Colorado, Department of Commerce and the Consulting Engineers Council. Note that public debriefing of trade missions sent out by the Consulting Engineers is a feature of the conference. Overseas successes by U.S. engineers pave the way for much industrial and commercial trade.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

Plans for the U.S. Exhibition at the June, 1967, Paris Air Show being prepared by Commerce Department's Office of International Trade Promotion were shown to Vice President Hubert H. Humphrey recently by Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business. Mr. Humphrey, a visitor to the 1965 Paris Air Show and Chairman of the National Aeronautics and Space Council, discusses the current U.S. challenge in world trade in an exclusive article for INTERNATIONAL COMMERCE on Page 2.

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Business and government can win world markets

- **Allocate production for export**
- **Use Commerce's services**
- **Advise and consult on policies**
- **Study new rates, practices**
- **Recognize need of export growth**

By HUBERT H. HUMPHREY
Vice President of the United States

We Americans live in a strong and prospering nation.

Trade with other nations has always been important to our progress and well-being. But, until relatively recently in our history, we tended to be interested more in what we as a wealthy nation could *buy* for our needs than in what we could *sell* to accomplish the same objective—expansion of our economy.

Even today some foreign buyers complain that their regular purchases from the United States are upset by American manufacturers delaying or refusing foreign orders, because of the extraordinary domestic demand for the same products.

Not enough U.S. companies *consistently* allocate production for export sales, regardless of domestic conditions, so that foreign buyers may depend on them. A result is that a potential foreign buyer often finds it more practical to place his orders in another country, closer to home and, in his eyes, more dependable in meeting delivery dates.

There is really only one market today—the world. We should be in it soundly, not just for quick profit but to stay. We must realize that doing business abroad requires long-range market development, employee training and anticipation of some lean exploratory years, i.e., a program as broad-gauged as in meeting competition here at home.

The rest of the world has advanced beyond the days when American business could pry open a few crates, hoist a "Made in U.S.A." banner and sell goods for cash.

Just as well for us. Now we are concerned with the permanence—as well as the profits—of U.S. sales abroad.

We have in effect accepted two challenges; neither can be met by business alone or by government alone.

The first challenge is our unexcelled opportunity to sell more American goods abroad. Demand for and interest in U.S. products and services around the world have never been greater.

The second need is to overcome the problem of our deficient balance of international payments, thereby sustaining world confidence in the dollar.

Since 1961 it has become apparent that the most effective approach to both challenges is to expand U.S. exports. The same export dollars that increase individual company profits increase total U.S. earnings abroad and provide a firm base for dollar security.

These challenges can be faced squarely only by business and government working together with confidence, determination and mutual responsibility.

Fortunately, today, our nation does enjoy a working partnership between business and government.

Our exports are growing. They are running 40% higher this year than in 1961, just five years ago.

But we still have a payments deficit.

President Johnson has assigned top priority to government efforts to help U.S. industry expand its sales abroad. Export promotion activities are centered in the U.S. Department of Commerce, the American business community's service agency in the Federal Government for more than half a century. The Department is geared to help American businessmen seek out profit opportunities in new markets abroad or increase their share in foreign markets where they are already selling.

Services to exporters

It helps U.S. firms obtain customers, agents, and distributors abroad in many tangible ways:

☐ Staging export promotion exhibitions at international trade fairs.

☐ Operating U.S. Trade Centers—permanent "merchandise marts" for U.S. goods abroad—where American companies can show and sell their products at minimum expense and maximum convenience.

☐ Providing Sample Display Services for American producers in important developing markets overseas.

☐ Assisting Mobile Trade Fairs—traveling exhibitions of American products organized as joint ventures between U.S. manufacturers and U.S. flag vessels or aircraft.

☐ Helping overseas department stores organize "America Week" campaigns to promote the sale of American consumer goods.

☐ Sponsoring trade missions, organized by industry or government, to carry U.S. business proposals to overseas businessmen and bring back new marketing opportunities for U.S. producers.

Our goverment helps business with the advice and support of business. With the aid of the public-spirited business leaders volunteering their services in the National Export Expansion Council, we have been able to pinpoint some conditions—laws or institutional practices—which have tended to make it difficult for American business to compete abroad. Action has been taken to remove impediments to exports and to make improvements.

Earlier this year, the insurance, guarantee, and direct lending programs of the Eximbank and Foreign Credit Insurance Association were further liberalized. Now the Eximbank has developed a new discount program to increase private financing of U.S. exports through commercial banks and similar institutions. This could be the most important move in U.S. export financing in years.

Two years ago, I pointed out, "In today's world marketplace, it is not possible to realize the full export potential of a product—no matter how superior it is—unless suitable and adequate financing can be arranged on terms which are competitive with those offered by other nations."

We have come a long way since then.

Together with business, we are taking a new look at ocean freight rates, tax policies, and other policies and practices to see what else we can do to step up export growth.

We are moving ahead with other nations in the Kennedy Round of trade negotiations. There is new hope that this international endeavor, aimed at fuller and freer realization of the vast potentials for trade expansion, can be brought to a timely and successful conclusion.

A new era of international trade is dawning. Free World exports almost doubled over the past decade and may go up faster in the future. Secretary Connor has said that even at the present rate they should exceed $365 billion by the year 2000. This means that U.S. businessmen would have to increase their export sales by almost 300% just to hold their present share of world markets.

Losing ground now

The distressing reality is that we have already lost ground. Our share of world exports has declined from more than 21% to about 19% in the past decade. American businessmen are setting new records in export, but foreign businessmen are expanding their exports more rapidly.

Our trade surplus is also declining, as our imports continue to climb faster than our exports. While our exports are running about 8% ahead of 1965, our imports are increasing at a rate in excess of 15%. Our trade surplus helps more than anything else to reduce our payments deficit, but it is going down when we most want it to go up.

As in Lewis Carroll's fable, "It takes all the running you can do, to keep in the same place."

Can we run faster?

There can be only one answer—a "yes" or a "no."

My answer is "yes."

Difficulties are in the way. But to assume they are insurmountable would be to disregard the dynamic resourcefulness of American initiative and enterprise.

Experts describe our biggest difficulties as "problems of prosperity."

Soaring demand in our prospering domestic market tends to absorb the attention of American businessmen and keep them from obtaining their full share of sales in foreign markets. At the same time, the high level of American industrial and consumer demand encourages higher imports.

Our favorable trade balance is shrinking because business is so good in the United States.

In his Economic Report to the Congress, January 28, 1966, President Johnson stated, "For 1966, external balance is our goal. It requires that . . . businesses sell even more abroad this year, *in spite of full domestic order books* . . ."

As 1967 approaches, we must move ahead still faster in export. Our immediate goal is to enlarge our trade balance and reduce our payments deficit.

VICE PRESIDENT HUMPHREY AT WORLD TRADE EXHIBITION, the 1965 Paris Air Show, where he accompanied astronauts James McDivitt and Edward White. He has leadership duties in areas affecting U.S. foreign trade, being Chairman of the National Aeronautics and Space Council and the National Council on Marine Resources and Engineering Development.

But export expansion is also vital to our attainment of one other all-important goal—the continuing growth of our American economy.

Sales mean production and profits, jobs and wages. To fall behind in competition for sales around the world is—needlessly—to lose opportunities for future economic growth.

Our exports amount to only about 4% of our gross national product. Other industrial nations export a much larger share of their output.

Too many American businessmen are concentrating their sales efforts in just one part of the growing world market—our U.S. domestic market.

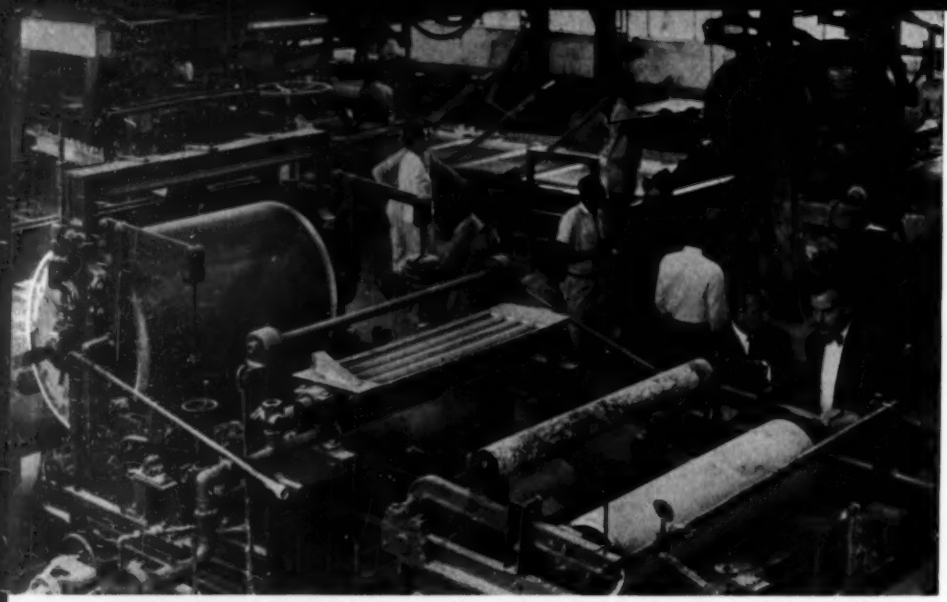
I am confident that American industry, with its advanced technology and high productivity, its enterprising management and skilled labor, will find it possible to compete more vigorously on a global scale, even under the pressure of high demand at home.

Business-government teamwork is opening new avenues for more effective marketing abroad.

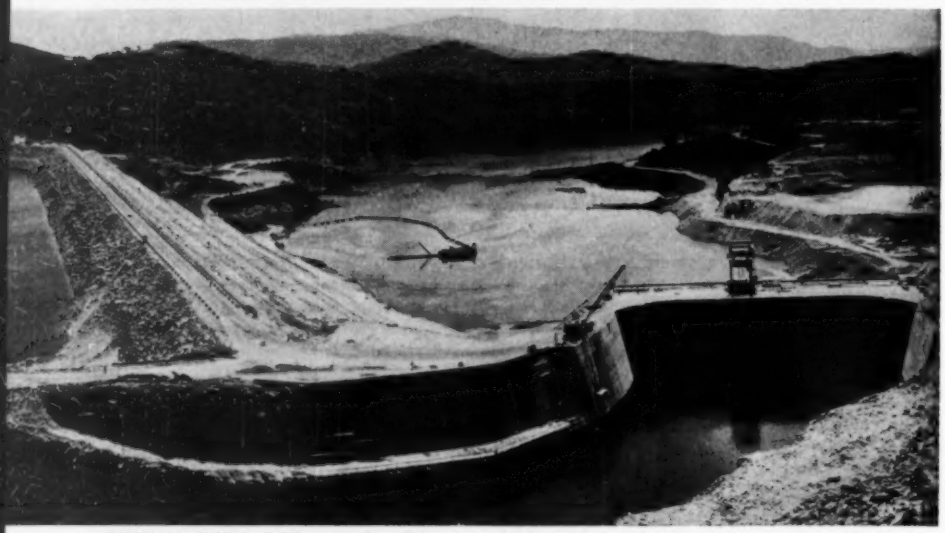
Let us commit ourselves—in business and government—to further progress in export.

The United States will prosper and continue as the world's greatest trading nation as long as we heed President Johnson's observation:

"A great nation remains great because it remembers that it can always do better."



CONGO'S ETERNIT FACTORY is shown making roofing with help of raw materials imported from U.S.



GHANA'S VOLTA RIVER complex (above) is engineered by the Kaiser Corporation of America.

ZAMBIA RANKS THIRD in world as producer of copper; country's mines also supply cobalt, lead, zinc.

To visit Ghana, Congo, Zambia

Trade and investment mission leaves Feb. 1

A U.S. Trade and Investment Mission will visit Africa early next year to appraise U.S. business opportunities in Ghana, the Congo (Kinshasa), and Zambia.

Five businessmen with experience in selected industrial fields will be accompanied by two officials of the Department of Commerce who will serve as Director and Trade Development Officer.

The Mission will begin its activities in Accra, Ghana, on Feb. 1, 1967. It will visit the Congo (Kinshasa) Feb. 11-18 and Zambia Feb. 19-26.

GHANA In keeping with their policy of increasing private participation in the industry of Ghana, the National Liberation Council—which assumed leadership of this nation in late February, with the overthrow of President Kwame Nkrumah—has announced that the following state operated corporations will be sold to private interests: the baking, canning, laundering, marble working, timber producing, tire servicing and vegetable oil milling works.

In addition, the private sector is invited to participate jointly with the state in ownership and management of the boat yards, rubber tire factory, fiber industry, footwear factory, furniture works, meat production, hotels, paints, pharmaceuticals and publishing facilities. This decentralization of industry is intended to improve efficiency and restore confidence in the economy of Ghana.

Of these new proposals, Chairman E. N. Omaboe of the Economic Committee of the National Liberation Council said recently:

"The new Government, unlike the old regime, attaches considerable importance to the development of private enterprises

to enable this sector to make a worthwhile contribution to the national economy. It is the policy of the National Liberation Council to encourage considerable U.S. private capital investment in Ghana, especially in the fields of manufacturing industries, technical services, commerce, agriculture and mining . . . We are very much hopeful that private U.S. investors will take up the challenge which investment opportunities in Ghana offer them and help us develop our production capacities to the mutual advantage of both Ghana and the U.S."

This statement clearly demonstrates the realistic approach of the new administration and reflects an earnest desire to improve the business climate in Ghana.

Trade surplus

Recent figures show that Ghana has turned the heavy trade deficit of the first two months of this year—more than $28 million—into a healthy surplus of more than $14 million for the first six months. There is still a heavy adverse balance of payments, because of such items as freight, insurance, and debt servicing; but with the Government's sensible import policy, assistance from the United States and other countries and, above all, the prospect of a world cocoa price very much higher than the average for the last season, Ghana, in the next 12 months, should acquire a trade surplus sufficient to improve the present balance of payments situation.

U.S. capital investment presently is centered in the Volta River complex engineered by the Kaiser Corporation of America. There, the aluminum smelter at Tema ($178 million investment), with production expected to begin in 1967, is financed entirely by American private investment (90% Kaiser, 10% Reynolds). An Investment Guaranty Agreement is in force between the United States and Ghana and a liberal investment code makes incentive provisions for "pioneer industries."

Market profile—Ghana

Government: Independent since 1957. Temporarily ruled by military junta; plans are to return country to civilian rule once stability has been completely attained.

Area: 92,000 square miles—about the size of Oregon.

Climate: Tropical varying from warm and fairly dry in the coastal belt to warm and humid in the forest belt and hot and dry in the northern savannah area.

Population (1965 est.): 7,735,000. Labor totals about 2.7 million; 1.5 million are in farming, forestry, hunting and fishing. Wage earners total 365,000 of whom 60% are in government service.

Principal cities: Accra, capital and major city, 388,400.

Income (1965): Gross national product, $1695 million (in 1962 prices); per capita GNP, $219.

Currency: Cedi (US$1.17). Money Supply Index (June 1965), 165 (1961=100).

Agriculture: Most of farming on subsistence level although there is important commercial production of cocoa. Chief products: Cocoa (400,000 tons, 40% of world supply), corn, sorghum, millet, plantains, coconuts, kola nuts, citrus fruits, palm products, coffee, yams.

Mining: Gold, diamonds, manganese and bauxite. Important world producer of industrial diamonds; large reserves of high quality bauxite.

Fisheries: Extensive fishing operations are carried on along coast and Volta River system. Industry is expected to grow rapidly with conversion to motor vessels.

Forestry: 53,000 square miles of forests; timber a major export of increasing importance. Main types of timber: Mahogany, Sapele, Wawa, and Baku.

Industry: Manufacturing of relatively small significance, concentrating on wood products, construction, tobacco, chemicals, soap and food/beverage items. Recently established industries include oil refinery, cement, canned meat, cocoa processing plant.

Transportation: About 792 miles of railroads, all in south; 20,629 miles of roads; merchant fleet of 17 ships totaling 107,000 tons. Major ports: Takoradi and Tema. Airports: International field at Accra; smaller fields at Takoradi, Kumasi and Tamale.

Exports (1965): $314 million; 1964, $321 million. Major markets (1964): U.K., 23%; West Germany, 11%; U.S., 21%. Chief exports: primarily raw materials—cocoa, gold, diamonds, timber, manganese.

Imports: (1965): $449 million; 1964, $340 million. Major suppliers (1964): U.K., 30%; West Germany, 11%; U.S., 9%. Chief imports: machinery and transport equipment, manufactured goods, cereals and other foods, chemicals.

Conditions of trade: Non-preferential tariff, but strict licensing procedures on imports. Most exports are handled by government trading corporations.

CONGO (Kinshasa)

U.S. exporters can be expected to maintain and possibly increase their share of the Congolese market in the next 6 to 12 months. Many U.S. products imported under the AID program have found wide acceptance in the Congo and have generated a market for sales of a broader range of U.S. products. The United States does not face tariff discrimination since the Congo continues to apply a single column tariff schedule to all imports, despite its associate membership with the European Economic Community.

Increased export earnings are expected from the gradual recovery of the Congolese plantation economy and the rise of world prices for copper, and it should soon be possible to increase imports.

The best U.S. export opportunities will be in spare parts, agricultural and mining equipment, foodstuffs, clothing, and small electrical appliances.

The Congolese Government has indicated a particular interest in U.S. investment and will provide to entrepreneurs all the foreign exchange required to establish and maintain new enterprises. An Investment Guaranty Agreement is in effect with the United States.

U.S. exports to the Congo, the bulk of which were AID-financed, climbed from $65.8 million in 1964 to $70.1 million in 1965, according to U.S. data. In the same period, Congolese data show a decline in total imports from $270 million to $260 million. U.S. purchases from the Congo dropped from $44.6 million in 1964 to $41 million in 1965. For the first six months of 1966, the United States

U.S. attention also on Ghana for trade fair

The United States will take part in the first Ghana International Trade Fair next year with a combination of trade programs that constitutes a new approach to U.S. participation in commercial exhibition in developing countries.

Ghana is the English-speaking, mineral-rich West African nation with a population of 7.7 million and a new government that is encouraging private industrial development to relieve national dependence on cocoa as an economic mainstay. Moving to strengthen the country's economic and financial position, the government is opening trade and investment opportunities previously denied in large part to American firms.

The Ghana International Trade Fair will be held next Feb. 1-19 in the national capital, Accra. In a first-time combination of five independently successful Department of Commerce trade programs the U.S. will take part with:

► A commercial exhibition of U.S.-made products displayed by 15 to 20 Ghanaian agents, subsidiaries and affiliates of American manufacturers, and including equipment previously unavailable in Ghana.

► An official U.S. Trade Mission seeking new opportunities for U.S. businessmen in investment, finance, tourism, development of small industries, agricultural equipment, textile industries, and turn-key plant operations.

► A Sample Display Center exhibit featuring products of about 25 U.S. companies seeking representation in Ghana.

► A Mobile Trade Fair display of airconditioning, refrigeration and building equipment by 26 U.S. firms.

► A Business Information Center where potential buyers and agents can obtain information on U.S. industries and trade practices.

Other U.S. agencies taking part are:

The U.S. Information Agency, with a people-to-people program, including a display of the uses of Ghanaian products in the United States and several cultural, entertainment and sports events.

The Agency for International Development, with an exhibit describing U.S. economic aid and programs in Ghana.

All will be under the sponsorship of the Bureau of International Commerce, which operates the Department of Commerce international trade fair programs.

"Our participation in this important Ghanaian commercial event enlarges upon, in a fresh and important way, the Government's policy of fostering the economic development of emerging nations," Secretary Connor said, in announcing the 5-way program.

"The economic situation in Ghana has created an excellent opportunity for increased mutually beneficial trade between the United States and Ghana. The exhibition of U.S. products, technology and services, along with our Trade Mission's search for trade and investment opportunities, constitute our joint effort to act on that opportunity."

Exhibits will be allowed into Ghana under the cover of special unnumbered import licenses. Subsequently, specific licenses will be issued to permit participants to share in a substantial foreign exchange allocation being set up to cover goods sold and orders taken at the fair.

To support U.S. firms participating in the fair, Commerce Department personnel and commercial officers of the U.S. Foreign Service will conduct an extensive market development campaign in Ghana and West Africa.

U.S. companies interested in participating in the U.S. exhibition may contact the Bureau of International Commerce (Code 936), U.S. Department of Commerce, Washington, D.C. 20230. Phone: Area Code 202 WOrth 7-4388. Assistance may be obtained from any of the Department's 42 Field Offices.

sold $32.6 million worth of goods to the Congo and purchased $22 million worth.

Several major cities, including the capital, were recently given new names. Leopoldville is now known as Kinshasa, Elisabethville as Lubumbashi, and Stanleyville as Kisangani. Banningville is now called Bandundu.

ZAMBIA The keynotes of Zambia's economy in 1966 are change and expansion. Both of these phenomena may be readily observed by the visiting U.S. businessmen interested in new opportunities for both exports and export-promoting investments in one of Africa's fastest moving independent countries.

To encourage diversification of trade links the Zambian Government established a new single-column tariff, effective Jan. 4 of this year, abolishing the traditional Commonwealth preferences and putting all exporters on the same footing. This is especially significant for U.S. exporters who were formerly at a 10% tariff disadvantage when competing with Commonwealth exporters.

Zambia's gold and foreign exchange holdings as of March 1, 1966, were pushing past the $200 million mark, the highest per capita in Africa. Copper production, the source of 90% of Zambia's foreign exchange earnings, set new records in 1965 at 673,000 tons. The copper outlook for 1966 is even better in view of the current world wide shortage and increased sellers' prices.

Opportunities for U.S. exports and export oriented investments in Zambia appear to be greatest in heavy machinery and transport equipment. Before establishment of the new single-column tariff in January, U.S. exporters achieved 12% of the overall sales of such items to Zambia, worth a total of $60 million in 1964-65. In line with the old preferential tariff and transport patterns, the United Kingdom, Rhodesia and South Africa accounted for 71%.

Now, with all nations on an equal tariff footing in Zambia, and with the Government seeking to eliminate Rhodesia and South Africa as sources of supply for political reasons, there is no reason why the U.S. share of the market in these goods should not increase through vigorous sales promotion.

To promote investments in manufactures the Government has enacted "pioneer industries" legislation granting tax holidays to qualified entrepreneurs. These industries include food processing, low priced clothing and textiles, plastics, automobile and truck assembly, low cost furniture and housewares, nitrogenous fertilizers, pharmaceuticals, rubber tires, paper products, cement, glassware, cosmetics, and radio assembly.

All of these industries will require plant and machinery under the new four-year development plan. In addition, extensive construction and agricultural development work will require imports of machinery and implements.

Mission members will represent varied industries

Each businessman who serves must have broad knowledge in his own area of activity

Businessmen interested in volunteering their services as members of the Trade and Investment Mission to Ghana, the Congo, and Zambia, and who can qualify in the areas of specialization described below, are invited to make their availability known to the Bureau of International Commerce, BIC-918, U.S. Department of Commerce, Washington, D.C. 20230, or any Commerce Department Field Office.

Wide interests

Members will be chosen who have knowledge and experience in the following fields:

Small-scale industries: Should have knowledge of the latest U.S. developments in machinery and equipment utilized in various small-scale industries—cottage-type industry, repair and servicing metalworking; or other related industries; small machine tools; electrical motors and appliances.

Agricultural equipment: Qualified to discuss U.S. sources and advantages of U.S. agricultural machinery and implements, with experience in the basic types of equipment. Experience also should include knowledge of sources of supply of seeds, fertilizers, and pesticides suitable for developing economy, and technical advice and guidance in their use.

Consumer goods: Executive with widest possible knowledge of consumer goods. General merchandise manager of department store or leading catalog house is desirable. Potential sales opportunities exist for full range consumer hard and soft goods including household equipment, clothing and accessories, sporting goods and small powered hand tools. Candidate should be able to discuss U.S. product availability suitable for the economy. Should also be able to discuss methods of locating and advantages of U.S. sources of supply.

Consulting engineering: Engineer with experience in providing turnkey or packaged plants, both large and small scale, for manufacture of consumer and industrial products. Aware of technical problems of production, sources of raw material and supplies, methods for training of personnel and availability of technical know-how. Able to advise on plant layout, structural design and other essentials such as transportation and power requirements.

General international trade: Experience in international finance and investment as applied to joint ventures, licensing and contract manufacture. Should have knowledge of U.S. Government and international agency financing facilities.

Market profile—Congo (Kinshasa)

Government: Republic since 1960. Constitution, which became effective in 1965, provides for a federal system with a non-partisan President, bicameral legislature and Prime Minister. Although the constitution is in effect, General Mobutu seized power in 1965 and established himself as President.

Area: 905,000 square miles—about the size of the United States east of the Mississippi.

Population: (1965) est.): 15.6 million with annual growth rate of 2.3%. Labor: trend is toward increased public sector employment and decline in private sector employment. Unemployment rising.

Principal cities: Estimated population of principal cities, with new names, effective June 30, 1966, in parentheses: Leopoldville (Kinshasa), 1 million; Elisabethville (Lubumbashi), 200,000; Stanleyville (Kisangani), 100,000.

Income: GDP totals about $1.2 billion ($81 per capita).

Currency: Congolese franc (150 francs = US$1 for exchange sellers, and 180 francs = US$1 for exchange buyers). Balance of payments: Deficit of $31 million in 1965. Gold and foreign exchange reserves: $30 million in March 1966.

Agriculture: Important export crops are coffee, cotton, cocoa, rubber and palm oil.

Forestry: Almost 50% of Congo's land area is woodland. More than $7 million worth of timber and related products exported in 1963.

Mining: Congo is world's largest producer of cobalt and industrial diamonds, but copper may provide 60% of export earnings in 1966. Other important minerals: gold, silver, manganese and zinc.

Industry: Local industry produces processed foods, beer and soft drinks, cigarettes, textiles, shoes, glass bottles, paper products, chemical products, and cement for domestic consumption, but does not form important sector of economy.

Transportation: Most bulk transport moves on river-rail network to and from major ocean port of Matadi. More than 3,000 miles of railroads; 90,000 miles of roads, of which about 1,000 are asphalted. Principal cities served by air; Air Congo has monopoly on internal flights.

Exports (1965): Valued at $338 million. Major markets (1964): Belgium and Luxembourg, 21%; other European Economic Community (EEC) countries, 18%. Principal exports: Copper, industrial diamonds, coffee, vegetable oils, rubber.

Imports (1965): Valued at $260 million. Major suppliers (1964): Belgium and Luxembourg, 36%; U.S., 24%; other EEC countries, 13%. Principal imports: Machinery, transportation equipment, textiles, petroleum products, chemicals, pharmaceuticals, foodstuffs, consumer goods.

Conditions of trade: Because of foreign exchange shortage, most imports require licenses. Most goods imported from U.S. are financed by AID program. Although an associate member of EEC, currently the Congo does not discriminate against third countries.

Business proposals for African firms due by December 8

Must be received by deadline to get Trade Mission service

U.S. firms with a product or service to sell or those interested in entering into other business arrangements with Ghana, Congo (Kinshasa), and/or Zambia, are invited to submit their proposals.

The proposals should be received in Washington by **Dec. 8**. Each will be summarized, without the submitting firm's identity or address, in booklets which will be distributed throughout the three countries before the Mission's arrival. Identification will be revealed only to appropriate foreign firms or individuals after they have consulted with a Mission member regarding a specific proposal. These individuals will be asked to communicate with the U.S. firm(s) whose propositions are of interest.

In addition, U.S. firms will be provided with the names of foreign companies expressing definite interest in their proposals, so that follow-up action may be taken.

Separate proposals

To submit a business proposal, U.S. firms are requested to send answers to the following questions to the Director, U.S. Trade Mission to Ghana/Congo (Kinshasa)/Zambia, BIC 916, U.S. Department of Commerce, Washington, D.C. 20230:

- What product or service do you wish to sell or offer?
- Do you wish to appoint an agent or distributor or sell directly to the end user? Describe the arrangements you desire and indicate whether you will grant exclusive representation in the country or region. The Trade Missions Division will not seek a substitute for an established agent.
- Are you interested in a joint venture, in a direct investment, or licensing a qualified firm to manufacture your product abroad? If so, describe your proposition briefly giving details of products or services to be provided.
- Do you wish to import for your account or act as a commission agent?
- What type of firm is best qualified to transact your business?
- Do you wish to utilize the service in more than one of the countries visited? If so, please specify. If interested in all three, send your proposal in quadruplicate; if interested in two, in triplicate; if interested in one, in duplicate.

Each submission is to cover one proposal only; if you wish to submit additional proposals, send in material separately for each. Similarly, if you represent several firms, submit a separate proposal for each client—and for each country—with each specified by name and product or service offered.

Business proposals also must include:

► A summary of your proposal in 35 words or less, for inclusion in the booklet to be distributed abroad.

► A recent statement of commercial standing (if filed within the past year, indicate filing date only): A Department of Commerce form 1A-57, available from local Commerce Department Field Offices; or a current merchantile agency report; or a current bank report.

Each proposal should be accompanied by descriptive information such as catalogs, brochures, specifications, specimen contracts, pricelists, (c. & f. or c. i. f., if possible), delivery and credit terms, commission rates, principals' participation in overhead and advertising expenses. This material should not exceed 50 single sheets for any one proposal.

Companies submitting proposals for the first time are urged to send them in as soon as possible to allow for their clearance before the deadline.

Market profile—Zambia

Government: Republic since 1964. Government is organized on a mixed presidential-parliamentary system. Legislative powers exercised by National Assembly.

Area: 290,578 square miles—almost as large as Texas plus South Carolina.

Climate: Tropical, moderated by height of plateau.

Population (1964): 3.6 million; 82,700 are non-Africans. Labor totals about 266,400: 19% in mining and quarrying; 13%, private domestic services; 12%, agriculture, forestry, and fishing; 11%, construction; 8%, commerce; 8%, manufacturing; 29%, all other areas.

Principal cities: Lusaka, capital, 116,000; Kitwe-Nkana, 116,000; Ndola, 90,000; Mufulira, 76,000; Luanshya, 73,000.

Income: GNP in 1964, $601 million or $167 per capita.

Currency: Zambian pound; 1 pound = US$2.80. Gold and foreign exchange holdings over $200 million, March 1966, and balance of payments situation favorable (surplus estimated at $72.8 million in 1964).

Agriculture: Chief subsistence crops: Corn, millet, cassava, livestock products. Principal cash crops: Tobacco, corn, peanuts, cotton, cattle.

Mining: Ranks third in world copper production. Cobalt, lead, and zinc are also produced. There are unexploited deposits of iron and coal.

Industry: Food processing, metals and metal products, beverages and tobacco. Textiles, housewares, pharmaceuticals, radio assembly among industries to be developed.

Transportation: Land system consists of 655 miles of railway and 22,000 miles of roads, 800 paved. Major air fields at Livingstone, Lusaka, and Ndola.

Exports (1965): Valued at $532.4 million; $467.3 million in 1964. Chief markets (1964): U.K., 32%; Japan, 11%; South Africa, 8%; U.S., 3%. Principal exports: Refined copper (about 90%), other minerals (zinc, lead, cobalt), and unmanufactured tobacco.

Imports (1965): Valued at $294.0 million; $219.0 million in 1964. Major suppliers (1964): Rhodesia, 40%; South Africa, 21%; U.K., 17%; U.S., 5%. Principal imports: Machinery and transport equipment, manufactured articles, chemicals, mineral fuels, and food.

Conditions of trade: Most U.S. goods admitted under open general license, no restrictive foreign exchange regulations. Non-preferential customs tariff. Since Rhodesia's unilateral declaration of independence, Zambia has sought to replace imports from Rhodesia with goods from other sources.

Trade mission from West Virginia sparks interest of European firms in State's products, plant sites

Contacts fruitful, inquiries being received; Commissioner of Commerce sees almost unlimited market for unique items; mission leader stresses value of continuous follow-up work

The mountain State of West Virginia sent a mountain of salesmanship to Europe last summer.

That salesmanship is paying off.

More industrialists abroad know more about the advantages West Virginia has to offer as a location for new plants. More traders know more about the State's products—crystal, chemicals, coal, others. More potential travelers know of the natural beauties and resources of West Virginia.

As a result, State officials and businessmen are receiving requests for information and expressions of interest in West Virginia's industrial and commercial facilities.

A compact group of seven businessmen, led by J. Henry Barbour, Special Assistant to Governor Hulett Smith, traveled to six European countries in June to increase exports of West Virginia products, to attract industries from abroad, to promote tourism and travel in the State, and to exchange ideas on redevelopment for economic growth.

First State mission

West Virginia was the first State to send a trade team overseas under the criteria set up two years ago by the U.S. Department of Commerce for industry-organized Government-approved trade missions. After a successful first in 1964, the second mission was launched this year to visit cities in the Netherlands, Germany, France, Italy, Spain, and Portugal.

"The contacts made by the mission members have already proved most fruitful," says Commissioner of Commerce Angus E. Peyton, who accompanied the new group on part of its tour. "I am most confident that our mission members acquired not only a great deal of knowledge and know-how during this trip, but were able to advance the real image of West Virginia, its people, its products and opportunities abroad. Only time will tell whether the objectives of the mission were met! Yet, I do know that the spark of interest has been kindled."

According to Peyton, more than 200 West Virginia firms now export their products abroad, representing about $360 million in 1965—ahead of 25 other States in dollar value. Yet he sees an almost unlimited market for unique and well-made items.

"We have hardly scratched the surface of the available and potential markets for more of our West Virginia manufacturers. However, they must be made aware of these markets and how to proceed in the export market," he points out.

The mission leader, in the group's report to the Governor, stresses the importance of not letting contacts grow cold. "No mission can hope to gain and keep results unless continuous follow-up work is done," Barbour says, recalling that after the first mission—which he directed—of three active prospects looking for plant sites, two located in the United States but not in West Virginia.

Barbour also recommends to the Governor that the State actively promote exports, consider the possibility of opening a European office, and publish travel-to-West Virginia brochures in foreign languages. In spurring tourism, he suggests "institutional selling"—that is, trying to interest corporations abroad in giving travel-to-West Virginia awards to employees, or planning recreation or plant visits along with business trips to the United States.

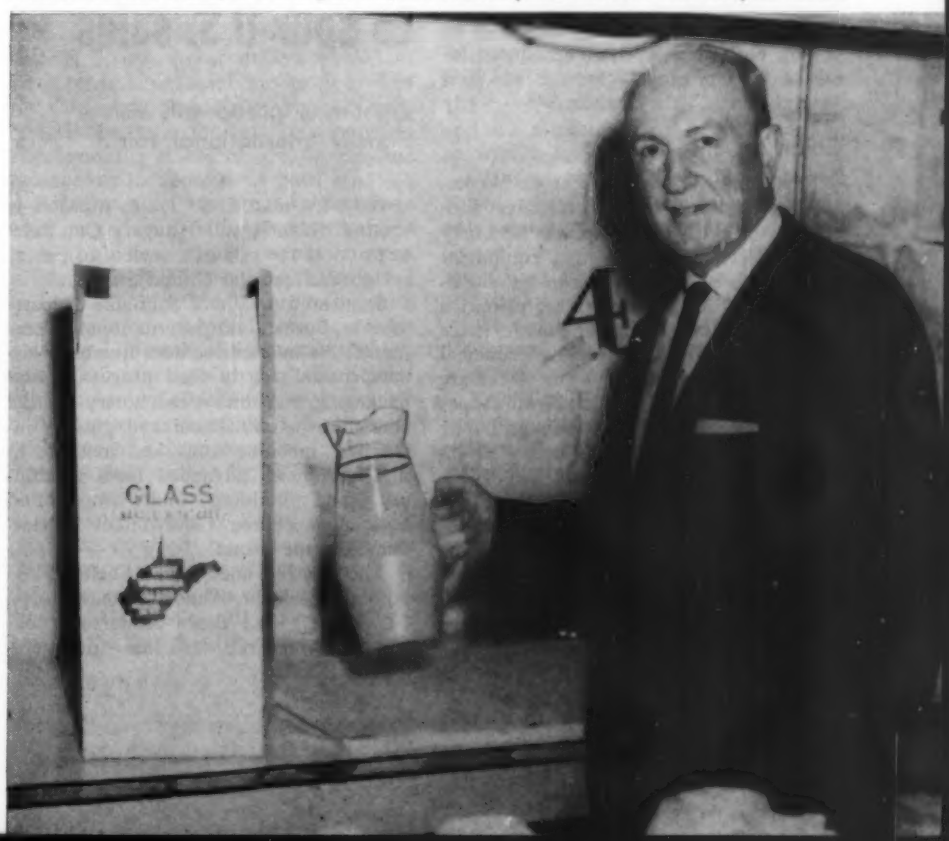
Mission member H. P. Dillon, Jr., President of Teamsters Local 505, Huntington, recommends moving-picture travelogs in the language of the country in which they are to be presented. Michael R. Prestera, vice president of the C. I. Whitten Transfer Co., Huntington, observes that with the reduced fares U.S. airlines are offering, tourists from abroad now may be able to fly to the United States and travel more cheaply than in Europe.

Future planning in chemicals

Member H. D. Kinsey, a vice president of the Union Carbide Corporation, talked with chemical manufacturers in the countries visited. He concludes:

"Since most of the chemicals com-

MISSION MEMBER WEBER, of W. Va. glass firm, shows colored pitcher that drew much European interest.



panies visited have either American counterparts or joint ventures in the United States with domestic companies, they were well informed about investment opportunities in the United States. Nevertheless, the calls on them served the useful purpose of advertising the advantages of West Virginia for chemicals manufacturing.

"The calls as a member of the trade mission offered the opportunity for a general and objective discussion of both the European and the U.S. petrochemicals business. The information derived will be very helpful in future planning. Also the entree provided by the calls opened several doors that could lead to increased export of U.S. chemicals to Europe."

Members H. P. Henshaw, Director of Coal Traffic of the Chesapeake & Ohio Railway Co., and William H. Hunton of Beckley, District Coal Traffic Manager for the Norfolk and Western Railway Co., point out that although the coal share of the energy market in Western Europe has been steadily diminishing in recent years, actual tonnages imported from the United States have been increasing slowly. Henshaw and Hunton found that both the quality and prices of U.S. coals are more attractive than those of domestic coals in certain applications —principally coke manufactured for the iron and steel industry.

Although market conditions for U.S. coal vary among the countries visited, generally the potential is good. "We are confident that the contacts we made will be instrumental in achieving a better understanding of the European coal market by both sides and a consequent increase in the export tonnage of West Virginia coals," they report.

Color for the Spanish

Regarding glassware, John C. Weber, Jr., vice president and general sales manager of the West Virginia Glass Specialty Co. in Weston, observes that equipment and methods in the European hand-blown glass industry are rather primitive but that automatic machine-made items are produced in modern, highly technical factories. Department and gift stores are stocked with crystal of the newest shapes and designs from all over the world. The Spanish are particularly interested in American colored glassware.

R. C. Flemming of Grantsville, President of Rubber Fabricators, Inc., in attempting to interest industries in opening factories in West Virginia, found that European manufacturers often regard the U.S. market as too large and must be sold on the idea of regional marketing.

BULGARIA-HUNGARY mission members are attending Bulgaria's biennial world trade fair in Plovdiv, where in the first five days 125,000 people visited the U.S. pavilion with exhibits of 130 American firms.

Trade mission off to Bulgaria, Hungary to spur U.S. sales

Eight-man group will visit Plovdiv international fair

An eight-man U.S. Trade Mission is visiting Bulgaria and Hungary Oct. 1-29 to promote the sale of a variety of peaceful goods from the United States.

Sponsored by the Commerce Department's Bureau of International Commerce, the mission includes five businessmen specializing in food processing and packaging machinery; machinery for the chemical, petrochemical and plastics industries; machine tools and metalworking equipment; advanced farm machinery, and building and construction equipment. Three Government officials complete the group.

The businessmen are Sheffield T. Abood, president, Abood Tomato Corp., Ft. Pierce, Fla.; Bjorn Anderson, consultant and retired vice president, Celanese Corp. of America, Maplewood, N.J.; Charles Chapler, president, Chaptex International, Inc., Lodi, N.J.; Robert M. Hanson, export sales manager, Giddings & Lewis Machine Tool Co., Fond du Lac, Wis., and Laton M. Henderson, Board of Trade broker, Dean Witter & Co., Chicago, Ill.

Robert E. Simpson, director of BIC's Office of International Regional Economics, heads the Mission. Stephen M. Hirst, OIRE staff member, is the Trade Development Officer. Michael Pertschuk, staff counsel for trade regulations, U.S. Senate Committee on Commerce, is mission consultant.

The group was scheduled to arrive in Bulgaria a day early to visit exhibits of U.S. and competing machinery at the biennial Plovdiv International Trade Fair, where more than 130 U.S. firms took part, Sept. 18-Oct. 1. Theme at U.S. pavilion, "American technology."

In a recent year (1964), Bulgaria's imports reached almost $1.06 billion, of which $4.8 million were from the United States. In the same year, Hungary's imports reached $1.5 billion, of which $13 million were from the United States. For each of these countries, the U.S. share represents a very small portion of imports from the West.

Trade, investment linked

Commerce specialists look on investing as natural extension of exporting

By ARTHUR McDERMOTT

Office of Publications and Information

"Investment picks up where the exporting leaves off," is the way Robert L. Oskins, Director of the Commerce Department's Office of International Investment (OII) sums it up.

Simply stated, OII tries to find profitable outlets for U.S. investors abroad, preferably in the developing countries.

"We look on investment as the natural extension of exporting," says Dave Horner, Director of OII's Investor Services Division. "Most of the companies we serve are already exporting, and became interested in investment simply because their regular trade channels are beginning to dry up. They must manufacture locally in order to hold their market position. Others must consider investing just to get into an otherwise closed area.

There is also a direct relationship between exports and investments, in that approximately 25% of all U.S. exports are bought by overseas subsidiaries or affiliates of U.S. firms.

"There are usually higher immediate profits in exporting, so firms don't generally jump right into the foreign manufacturing of their product. However, we know that more and more U.S. firms are going to have to get established locally through investments of licensing agreements as import restrictions, competition and other trade factors begin to make the direct exporting of their product to given markets more difficult," Horner said.

"Japan, Germany and all the other leading commercial nations are doing the same thing, to the extent that it's necessary to maintain their presence in the market."

Catalyst's role

The decision to make a foreign investment is usually the result of a two to three-year process. OII's job is to grease the way and speed the process up wherever it can.

The investment officer's role can vary from providing a prospective investor with a single leaflet or phone number to following a project from its earliest stages right up until the plant is completed. His assistance can take many forms:

- Finding potential joint venture partners or licensees;
- Arranging in-depth briefings on the investment climate of a particular country;
- Providing the specifics of a nation's investment laws;
- Suggesting possible sources of investment capital;
- Identifying promising market areas that would justify local manufacture of a firm's product, and
- Providing information on AID guarantees and investment studies (through OII, American firms have a direct line to every investment-oriented activity in the U.S. Government).

Occasionally, investment specialists may even query a foreign government on its attitude toward a specific proposed project. "We recently got a resounding 'No' in reply to a request of this sort," says Horner, "but this was valuable information to the U.S. firm, which found out at the very outset that there was no point in pursuing the project.

In a similar move, an American firm seeking foreign government approval of its planned investment was helped when the Commerce Department requested the U.S. Embassy in the foreign country to check on the status of the project and to expedite its approval if possible.

Sometimes the investment officers can even provide an entirely new direction to a firm's investment outlook, as when a firm following up an investment lead in Latin America was steered to another, and unrelated, proposal which seemed more in line with the firm's capacities. The firm's investigation of this proposal resulted in an $80,000 investment.

As sometimes happens, U.S. firms in different but complimentary industries are brought together by OII to form a stronger entity overseas.

In another case, a Wisconsin cheese producer dropped by the Embassy in Caracas to register his disappointment at the poor prospects for starting a cheese plant in Venezuela. OII heard about it, advised the firm that the next-door nation of Colombia was promoting dairy products, and a partnership with a Colombian agronomist was the result. An Agency for International Development loan helped get the project off the ground.

OII's greatest challenge and heaviest effort is concentrated on attracting private industries to the less-developed countries, where it is most critically needed.

Emphasis on LDC's

"We are asking American firms to at least look at the investment opportunities that are available in the less-developed world, in areas which are generally well down the line on a firm's list of investment priorities," says Horner. "There *are* good investment openings, and experience shows that sizeable profits are being made in these developing markets.

"We've generally been more successful in working from the side of the U.S. investor than in trying to drum up interest in a foreign proposal," according to Horner.

When the U.S. firm does the suggesting the battle is half-won. Each investment requires a firm which is 1) capable of carrying out the project, and 2) interested enough in the proposal to give it a try. If the idea originates at the U.S. end the interest is already there, and it's almost always possible to find something for them.

OII's investment specialists have a battery of tools available to assist potential investors, and the Commercial Newsletters published by 52 U.S. embassies throughout the world have proven one of the most effective. The newsletters are distributed widely among the local business community, and sometimes the results they achieve are a bit overwhelming.

A leading American manufacturer of roofing material who was interested in setting up manufacturing plants abroad using surplus equipment publicized this interest through the Commercial Newsletters. Negotiations are now underway with some of the 20 or more firms that responded.

A large rubber product manufacturer also received several licensing proposals from foreign firms that first learned of

OVERSEAS TRADE SHOWS are an excellent means for contacting prospective licensees to produce U.S. goods abroad. The President of Motorola Overseas Corp. reviewed the advantages of different types of foreign manufacturing arrangements in the April 11 issue of INTERNATIONAL COMMERCE.

the company's interest in licensing its products abroad through items in the Commercial Newsletters.

Personal visits to a Commerce Field Office or the Department itself have often opened the door to promising investments for U.S. firms.

A company seeking to invest in meat industries abroad received a Washington briefing on the potentials of Africa. Subsequent trips to several African nations, where commercial officers on the spot lent valuable assistance, led to several substantial proposals for the development of local meat industries.

The representative of an industrial gas company received a similar briefing on the Latin American gas industry. Several potential joint venture partners were identified and the firm is now reviewing these and other leads on-the-spot with the assistance of U.S. commercial officers.

Advance notice helps

Firms such as this, that are sending persons abroad to investigate a specific investment proposal can give the U.S. Embassy advance notice of any arrivals by filling out a standard form which is available at any Commerce Field Office. These forms give the Commercial Officer a forewarning of the visit and a chance to do his "homework" on the project being studied.

In other cases the whole project has fallen apart after a briefing convinced the company that investing would not be wise. Here too, OII feels that it has rendered a definite service even though it may not be reflected in any tangible, dollars-and-cents way.

An American firm interested in manufacturing its product in three Latin American countries sought the assistance of the Department in finding joint venture partners in these countries. The report from the field identified several potential partners, with back-up financial information on the foreign companies.

Further along in the investment process, another U.S. firm was firming-up a joint venture arrangement in India, when the question of financing came up. OII put the company in touch with the Eximbank, which financed a substantial portion of the firm's equipment expenditures.

An American cement company was investigating the potential for cement production in Latin America, so OII furnished them with comparative information on the investment climate in several different countries. This enabled the company to focus on two countries, where it subsequently made feasibility studies under the AID investment survey program.

Firms which have found their own joint venture partners, and might want to know a little bit more about them can request a World Trade Directory report covering the company's business history and outlook, prepared by U.S. commercial officers in the prospective partner's country.

Automation has also come to the investment process. U.S. firms interested in possible investments overseas are registered with the American International Traders Index, where their investment and licensing interests are made known. Based on this information, the Department can forward pertinent investment data to appropriate firms.

Commerce Department-sponsored trade and investment missions heading overseas are armed with investment proposals from U.S. firms, solicited through this index.

Trade Missions also bring back investment proposals, and recent agreements for a hotel project in Lebanon and a paint plant in the Philippines were the direct result of leads turned up by investment specialists who accompanied trade missions to these nations.

OII also reports that firms have found shows at U.S. Trade Centers abroad to be an excellent means of meeting and signing up licensees to make their products.

Foreign initiatives

When the proposal for a U.S. Investment originates with a foreign firm, as the great majority of them do, OII must first find a qualified U.S. firm and then sell it on the merits of the project.

Visiting foreign businessmen provide a great many leads. A large chemical company was put in contact with a visiting Indian businessman who sought the Commerce Department's assistance in finding a suitable American joint venture partner. The two parties agreed on a joint venture in which the U.S. partner invested both the technical know-how and necessary machinery as part of a multi-million dollar project.

A pharmaceutical company was put in touch with a visiting African businessman who was seeking a partner for a pharmaceutical plant. This initial contact eventually resulted in a $1 million investment by the U.S. firm.

U.S. Commercial officers turn up numerous proposals for investments by U.S. firms, which they report to OII. The U.S. Embassy in Tunisia reported a promising investment proposal which

was passed on to some American businessmen. A trip to Tunisia resulted in a $30,000 investment.

OII also submits its most promising investment leads for publication in International Commerce. Two breakfast cereal firms signed licensing agreements with Latin American companies after following up proposals published in this magazine.

"Sometimes our most valuable contribution is simply to keep people talking when negotiations seem to have broken down," says Horner. "Practices vary from country to country, and negotiations sometimes falter through a simple failure of communication, even though both parties are actually eager to go ahead with the project."

Faulty communications

Negotiations between a large American manufacturing company and a Turkish firm were apparently terminated because of just such a breakdown in communications between the two firms. A message from the American Embassy in Turkey acted upon by one of the Investment Officers in OII brought the project back to life.

An American firm reentered the bidding on a drydock repair facility overseas as a result of a call from an OII investment officer, and subsequently reached an agreement on a several million dollar project.

"We can't take credit for having gotten these things started, but we certainly did keep them going when for all practical purposes they had collapsed," says Horner.

"As a matter of fact, we can't ever take full credit for any projects. We enter these arrangements at different stages and in varying degrees. But no matter how big a part we play, it's still the U.S. firm itself which has to make the decision on whether or not to go ahead."

There are no size limitations on the firms requesting OII services. Actually, because of smaller markets and low-cost labor in the developing countries, small and medium-sized firms are particularly well-suited for operations in these areas. Their applications get the same treatment as those from industrial giants.

According to Horner, "The main problem is that so many of the firms which could make the best use of these services don't even know they exist!"

The phone number is: 202-967-4065.

"Better yet, firms can contact the nearest Commerce Dept. Field Office," says Horner. "They are kept constantly abreast of the investment services available to U.S. business."

MASSIVE U.S. EXPORT TO SCOTLAND: Mammoth platens for a 30,000-ton hydraulic forging press, the largest ever produced by Bethlehem Steel Corp. and believed to be among the largest produced anywhere in the world, are shown being prepared for shipment at the corporation's Bethlehem, Pa., plant to Cameron Iron Works, Glasgow, Scotland. The forgings weigh a combined total of more than 475,000 pounds, and were machined from electric furnace, vacuum-degassed carbon steel ingots.

George S. Moore to receive NFTC's '66 Dollar Award

George S. Moore, president of First National City Bank, New York, will receive the 1966 Captain Robert Dollar Memorial Award for the advancement of American foreign trade on Nov. 2 during the 53rd National Foreign Trade Convention in New York.

Mr. Moore, an internationally-known spokesman for private enterprise and worldwide economic development, has spent his entire business career with First National City Bank or its affiliates. He was appointed vice president in 1939, executive vice president in charge of the domestic division in 1952, assumed supervision of the overseas division in 1957 and was appointed president in 1959.

An authority on Latin America, where the Bank has 78 branches, Mr. Moore is president of the Inter-American Council of Commerce and Production and vice chairman of the Council for Latin America.

A former chairman of the foreign committee of the Association of Reserve City Bankers, he is currently chairman of the Commission on International Monetary Relations of the International Chamber of Commerce, a member of the Balance-of-Payments Advisory Committee of the U.S. Department of Commerce and of the Advisory Council of the School of International Affairs at Columbia University.

Mr. Moore will be the 29th American to receive the award, which was established in 1937 by the Dollar family of San Francisco in memory of Captain Robert Dollar, pioneer of American shipping and world trade.

Nebraskans to inaugurate joint world trade conference

The first Nebraska World Trade Conference will be held at the University of Nebraska, Lincoln, on Oct. 6. Joining the Nebraska World Trade Development Council in sponsoring the event are state's Division of Nebraska Resources, the Regional Export Expansion Council and the Kansas City Field Office of the U.S. Department of Commerce.

Among the speakers are W. G. Carter of the U.S. Agency for International Development; Albert C. Homer, vice president of Imperial Eastman Corp.; J. W. Willett, U.S. Department of Agriculture; John E. Jones, Continental Illinois National Bank & Trust Co., and Albert Hamilton, Export-Import Bank.

TWO MANUFACTURERS HONORED

Packaging, tools win 'E'

Durapak-Vac Pac of Baltimore, du Mont of Massachusetts take awards for marketing plans

A Baltimore food packaging manufacturer and a Massachusetts metal-cutting tool maker have been awarded Presidential "E" for export excellence awards.

Durapak Co., Inc.-Vac Pac, Inc., Baltimore, and the du Mont Corp., Greenfield, Mass., both successfully entered European markets through well-planned foreign marketing programs which featured multi-lingual promotion.

Durapack is the developer of heat-shrinkable contour polyester film bags used for meat, poultry and cheese wrapping and was the first U.S. company to sell them overseas.

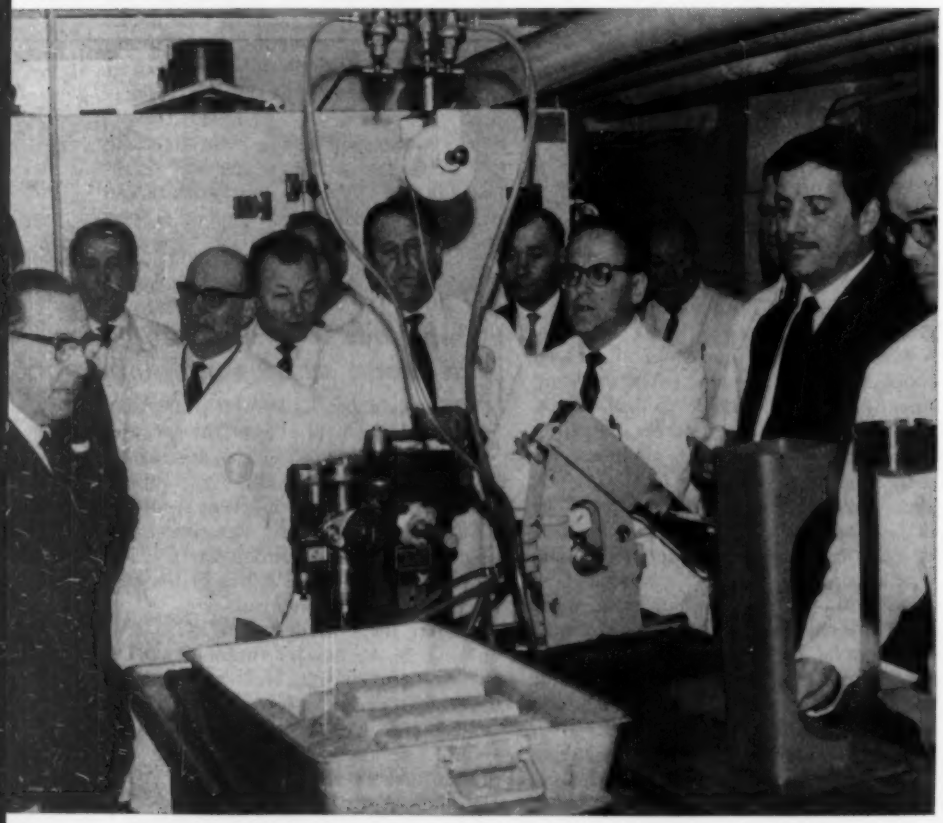
U.S. trade press coverage of Durapack's package technique attracted the attention of a meat industry supplier in France who was interested in introducing the product to France.

To market test the bags Durapak and the French firm arranged regional meetings throughout the country and invited all food processors in the meeting areas. Active interest in the technique resulted in initial sales, while, while slow at first, showed monthly increases. By the fall of 1963 a solid foothold was established in the French market.

Close management liaison, including visits to France by top level company officials, was established between Baltimore and Paris. This relationship and direct program supervision plus technical assistance, engendered confidence in all participating personnel and facilitated quick solutions to sales problems.

To supply instructions to French clients the firm inserted mimeographed instructional sheets in French into each carton of bags. This original instruction sheet is now printed in 12 languages.

MARKETING PROGRAM OVERSEAS FOR DURAPAK included technical seminars, such as this one held in Germany in 1964. Firm's penetration of the European packaging market began in France with a contact with a meat industry supplier. Technical material is now published in 12 languages.



Technical manual in French

A major communication problem was that no technical reference material on polyester bags existed in any language other than English. The company prepared a 68-page manual of condensed instructions on the subject and published it in French. As its export market expanded the firm published the manual in each country's language. It now is printed in six languages.

Durapak's success in the French market led to its entrance into other European markets. A sales office was established in Paris and the firm applied its original marketing plan for France to other countries.

Prospective meat industry suppliers were listed for each country; detailed information was obtained for each prospect; the field was then reduced to one or two leading firms and exclusive distributorship was offered to one in each country; instructional seminars and technical manual translations were made and sales training, sales aids, visits with salesmen to prospective customer were arranged; and technical assistance facilities and liaison were established with the Paris office.

Agents must advertise

Durapak obligates every agent to spend set sums in national advertising and emphasizes trade show participation. The firm supplements its European publicity program with advertising in U.S. trade journals.

All Durapak agents are well-established and financially stable concerns. Because of this most shipments are usually on open account and all billings to such

DUMONT ENTRIES IN COMMERCE TRADE EXHIBITIONS included these efforts at London in 1965 (left), where Ambassador David Bruce visited the company's display, and at The Exposicion Industrial Americana, Mexico City, in August (right), where Ambassador Fulton Freeman watched a cutting operation. The Massachusetts company has arranged to exhibit at the U.S. Solo Exhibition of industrial equipment in Caracas, Venezuela, Nov. 22-Dec. 2.

accounts have been paid promptly and in full.

Ocean freight is paid by the overseas agents and arranged aboard U.S. vessels, thus bringing additional dollars back to the U.S. and helping the Nation relieve its balance of payments problem.

The Baltimore firm had exports totaling more than $800,000 in 1965 and exported to 17 European countries including Yugoslavia, and to Kenya, Venezuela and Israel.

Congressman presents award

Durapak's introduction into the export market of its packaging method through multi-lingual promotions thus led to the "E" award event in Baltimore Sept. 22. U.S. Representative Edward A. Garmatz made the presentation to S. J. Perlman, company president.

Jean Sousanna, the French meat industry supplier whose query moved Durapak into exporting and who is now the firm's overseas sales manager, was among those attending the presentation.

The other presentation provided solid affirmative answers to two questions in the area of U.S. export expansion:

Can a company that commenced producing a specialized tool and today has a total employment of only 27 compete in foreign markets against lower priced products? Can it be successful enough to win the coveted President's "E" award?

The du Mont Corp. was founded in Greenfield, Mass. in 1947 on the premise that there was a market for standard metal cutting broaches that could be delivered off-the-shelf by industrial distributors to the widest possible range of industrial consumers.

While broaches were being manufactured throughout the world in an inclusive range of shapes and sizes, most were being produced as special items with resultant delay in delivery and higher consumer costs.

An early export effort was made in 1948 when company vice president John S. du Mont travelled to Europe to establish initial distribution. A complete line of metric broaches specifically designed for this market and conforming to the tolerance standards of the major countries was an off-shoot of this initial venture.

Distribution was established in the Far East, Africa, India, Australia, and Central and South America largely by correspondence and with the advice and cooperation of larger non-competitive area manufacturers.

Catalogs in national languages

Foreign language catalogs were made available and later, in 1962, a cooperative export advertising program was set up, providing the agent with 50% reimbursement of all expenses in this field.

Sales were made on the basis of product design superiority and quality over lower-priced foreign competition. Particular attention was paid to the quality aspect through rigid inspection of all export orders.

Prompt delivery and absolute recognition of customer complaints were also accorded prime attention.

After indifferent results in early years, sales breakthroughs came in 1962 following the establishment of new European distributors by John du Mont.

That objectives were reached may be seen in the fact that 1965 export sales increased 83% over 1963 and totaled 16.1% of total sales, significantly contributing to company growth. The current year is already showing a further increase.

Personal contact maintained

Intensified effort was required to build distribution for a specialty tool, for foreign buyers were not as ready to gamble on a new product as their United States counterparts. Direct personal contact abroad is now maintained on a continuing basis.

Of great assistance were the U.S. Department of Commerce trade exhibitions. The du Mont Corp. participated in the London International Engineering Exhibition in 1965; in the Exposicion Industrial Americana in Mexico City last August, and has made arrangements to exhibit in Caracas later this year.

These shows were found to be excellent mediums not only for sales, but for the training of distributor salesmen. The salesman who is thoroughly familiar with the product will obviously sell more.

Personal contact by a company principal, aggressive selling, mutual cooperation and trust are the benchmarks to which this small organization attributes its success which culminated in the presentation of the President's "E" award Sept. 20 at Greenfield, Mass., by Administrator Bernard L. Boutin of the Small Business Administration, with John du Mont accepting the award.

TRADE CENTERS, FAIRS, MISSIONS, pages 16-23

United States overseas

The export promotion dates on these four pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. trade center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described on the opposite page.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade center shows, held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

Write: Bureau of International Commerce, Code 938, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with Government help.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 918, Department of Commerce, Washington, D.C. 20230.

This calendar of exhibitions will appear in the first issue of INTERNATIONAL COMMERCE each month.

Industrial equipment. BULGARIA, HUNGARY. Food processing and packaging machinery; machinery for manufacture of chemicals and plastics; specialized machine tools and metalworking equipment; sophisticated agricultural machinery and equipment; building and construction equipment. **U.S. Trade Mission.** Mission is set for **Oct. 1-29.**

Space fully booked **Environmental testing equipment. GERMANY.** Research, development and quality control programs conducted by German manufacturers, commercial and scientific institutes and government agencies are being expanded. Market prospects reportedly are excellent for simulation equipment and testing instruments of all types. This is the first U.S. commercial exhibition in this field. **Frankfurt Trade Center. Oct. 5-12.**

Space fully booked **Chemical processing equipment. ITALY.** Expanding chemical industries need durable, high-capacity equipment for extreme operating conditions. Exhibit coincides with International Chemistry Review Conference and Sixth Chemical Equipment Exhibition (MAC-66) in Milan. **Milan Trade Center. Oct. 8-16.**

Industrial equipment and metalworking machinery, consumer goods, food processing and packaging machinery, animal feed equipment. IRELAND, PORTUGAL. U.S. Trade Mission. Mission is scheduled for **Oct. 15-Nov. 12.**

Light industrial and metalworking equipment, construction equipment and materials, food processing and packaging equipment, agricultural machinery, consumer goods. NIGERIA. U.S. Trade Mission. Set for **Oct. 15-Nov. 12.**

Space fully booked **Apparel and household textiles. SCANDINAVIA.** North Carolina firms seeking to promote North Carolina-produced apparel and household textiles should contact Mr. Edward Mercaldo, Export Development Coordinator, North Carolina Department of Conservation and Development, Raleigh, N.C. Demand for imported wearing apparel and textile products continues strong in the four-country Scandinavian market, made up of Norway, Finland, Denmark, and Sweden. U.S. fashions, especially in the sportswear lines, have found wide acceptance throughout the area. **Stockholm Trade Center. Oct. 24-29.**

Space fully booked **Production equipment for the electronics industries. JAPAN.** There are now more than 2,800 electronics manufacturing facilities in Japan. A combination of rising wage rates and the increased emphasis on the production of industrial electronics has created a virtually untapped market for a wide range of specialized equipment urgently required for more efficient electronic equipment and component production. Competition from European sources in the lucrative Japanese market is not considered a factor. A recent similar exhibit featured at the Trade Center in Frankfurt revealed U.S. production equipment to be five to seven years ahead of European developments. **Tokyo Trade Center. Oct. 25-Nov. 2.**

Space fully booked **Light industrial machinery. HONG KONG.** A rapidly expanding industrial base facing rising labor costs has created a large potential market for U.S. manufacturers. Featured product lines will include welding and soldering equipment, power hand tools, stamping and forming machines, plastic extruders, electroplating and spray painting equipment and equipment for bagging, sealing and blister packing. **U.S. solo exhibition, Hong Kong. Oct. 31-Nov. 11.**

Space fully booked **Oceanographic equipment. WESTERN EUROPE.** European government agencies and scientific institutes are expanding their programs to increase knowledge of the sea and the ocean floor. Overseas business firms are looking with more interest at the sea's commercial possibilities. American companies with advanced hardware and services within the various oceanographic fields will benefit directly through the first U.S. commercial exhibition in this field. **Frankfurt Trade Center. Nov. 2-9.**

exhibitions

Hospital equipment and furnishings. UNITED KINGDOM. Annual expenditures of $36 million for hospital equipment are called for in the British government's 10-year hospital expansion program, and the replacement market for existing hospital equipment represents $70 million. American manufacturers can benefit from this growing market and a marked British preference for U.S. products due to their technical superiority by participating. This exhibit will feature medical electronics, surgical, diagnostic, disposables, nucleonic, laboratory, and other equipment for hospital, medical, nursing, and doctors' services. **London Trade Center. Nov. 9-16.**

Food processing and packaging equipment, chemicals, light metalworking equipment, general industrial machinery. LIBYA, TUNISIA, MOROCCO. U.S. Trade Mission. Business proposals should be submitted by Oct. 1. Mission scheduled for **Nov. 12-Dec. 10.**

Welding and Cutting Equipment and Supplies. NORTHERN EUROPE. Both light and heavy industry throughout the region are experiencing substantial growth. Metalworking and assembly operations, particularly those requiring highly portable equipment as well as products used with new alloys, are prime markets for modern American equipment. This trade promotion event is a sequel to the very successful U.S. Commercial Exhibition staged at the International Welding and Cutting Show, held in Germany in 1965. Visitors from Denmark, Finland, Norway and Sweden, representing a wide range of manufacturers and service industries expressed intense buying interest in advanced U.S. equipment on display. **Stockholm Trade Center. Nov. 14-19.**

Space fully booked

Packaging materials and machinery. FRANCE. Growing demand for higher productivity and new packaging techniques increased the rate of growth of this market from a relatively constant 15% to 18% between 1964 and 1965. American products have not yet been widely enough promoted to obtain a major share of imports. The most promising opportunity to reach this market is the biennial International Packaging Exhibition, which attracted more than 87,000 professional men in 1964. **U.S. commercial exhibition, International Packaging Exhibition, Paris. Nov. 13-21.**

Operation Seek and Find. SOUTHEAST ASIA. Timed to coincide with the First Asian International Trade Fair which will attract major buyers, agents, and distributors from all over Southeast Asia, this Sample Display type of exhibit will feature transportation and communication equipment, building materials, medical and educational equipment, and electrical consumer goods. **Bangkok Trade Center. Nov. 15-Dec. 15.**

Space fully booked

Electronics equipment. ITALY. Country's fast-growing electronics industry continues to offer increased opportunities for U.S. exporters of electronic equipment. U.S. producers now supply 27% of the market for advanced components in Italy with demand for sophisticated U.S. goods growing. Exhibit coincides with International Automation and Instrumentation Exhibition in Milan. **Milan Trade Center. Nov. 19-25.**

Self-service and supermarket equipment. JAPAN. U.S. manufacturers will expose retailing equipment to Japanese buyers in an attempt to capture an even greater share of Japanese imports. A reported $100 million market for equipment will exist through 1972, when a major plateau in retail store constructions should be reached. U.S. products are already well-known and the sales outlook appears promising. **Tokyo Trade Center. Nov. 22-Dec. 1.**

Metal-cutting, metal-forming tools, machinery, and automotive service, repair and maintenance equipment. VENEZUELA. A massive economic development plan calling for a total investment of $1.7 billion through 1968 is opening numerous and varied export sales opportunities for suppliers of industrial equipment in Venezuela. **U.S. solo exhibition. Caracas. Nov. 22-Dec. 2.**

Microfilming, reprographic, and advanced documentation equipment. GERMANY. Recent changes in German law now make microfilm records legal. This and other developments offer new and important sales opportunities for U.S. manufacturers. In addition to microfilming, storage, and retrieval needs, there are expanding markets within many segments of the reprographic facilities of the nation. Document handling services of libraries, banks, insurance companies, and commercial firms are growing rapidly and require sophisticated equipment of many types, including products for "in-house" reproduction centers. American firms with experience in systems selling will have important competitive advantages; knowledge of applications of reprographic equipment is desired by German institutional and business interests. **Frankfurt Trade Center. Nov. 30-Dec. 7.**

Advanced animal husbandry equipment. UNITED KINGDOM. The mechanization of British farming and other factors offer good sales opportunities for U.S. manufacturers of animal husbandry equipment. British purchases of a range of machinery relating specifically to animal husbandry exceeded $15 million last year and the trend is up. **London Trade Center. Dec. 6-16.**

Agricultural machinery and equipment. THAILAND. A primary producer and exporter of agricultural products, Thailand offers U.S. manufacturers of agricultural and irrigation equipment and machinery excellent prospects for both immediate and long-range sales. The Thai government is encouraging farmers to increase output. To meet the demands of rising population and increasing industrialization, more modern agricultural methods and machinery are urgently needed. **Bangkok Trade Center. Jan. 11-24, 1967.**

Electrical control equipment. UNITED KINGDOM. New plant construction in the United Kingdom will boost electrical generating power capacity to 54,000 megawatts by 1970—a growth rate of 9 percent per year. Capital investment in the electrical industry during the period 1965-1969 is estimated at $11.2 billion. This expansion creates a market for all available devices for speeding technological development. There is a

significant demand for advanced U.S. electrical control equipment including switches, relays, capacitors, circuit breakers, rectifiers and other related products. **London Trade Center. Jan. 17-27, 1967.**

Industrial hand tools. JAPAN. The market for a wide variety of pneumatic, gasoline, and electric hand tools for production line use is expanding rapidly. American tools are known for their high quality and fine craftsmanship and are in growing demand in Japan. **Tokyo Trade Center. Jan. 31-Feb. 7, 1967.**

General industrial, office and agricultural machinery. GHANA. Machinery and equipment in the following categories will be exhibited: General industrial, agricultural, office machinery, construction, materials handling, food processing and packaging, consumer goods. A politically stable economy and an expanding industrial base have created a good market for a wide range of equipment and consumer goods. An extension of the sample display service at the show will provide an excellent means for U.S. firms to become established. **Ghana International Trade Fair, Accra. Feb. 1-19, 1967.**

Printing and bindery equipment. ITALY. An increasing consumption of printed matter provides a lively market for advanced American production equipment. Web-offset and multicolor offset presses, photo-composition machines, and automatic control devices are among the many items of special interest. No import or exchange restrictions. **Milan Trade Center. Feb. 8-13, 1967.**

Electronic Data Processing Equipment, Systems and Services. GERMANY. Germany, one of the most highly industrialized nations in the world, has needs for quantitative and qualitative data handling systems and represents a prime, multimillion dollar market for U.S. produced EDP equipment with advanced commercial, industrial and scientific applications. Recent investigations reveal that the country has less than 50% of its requirements fulfilled. Several U.S. firms are now well established there and "newcomers" can successfully penetrate the market, because demands are expanding at an increasing rate. U.S. experience and systems know-how are familiar to, and welcomed by all types of German businessmen, industrialists and scientists. **Frankfurt Trade Center. Feb. 8-15, 1967.**

Specialized electronic systems and instrumentation. JAPAN. U.S. suppliers sold over $64 million worth of commercial, industrial, and military electronic equipment to Japan in 1964. The market for these products is growing as high buyer receptivity to latest U.S. equipment and techniques becomes increasingly evident. **Tokyo Trade Center. Feb. 20-25, 1967.**

Dairy and food processing and packaging equipment. SCANDINAVIA. Sweden and its Scandinavian neighbors are experiencing a rapidly rising demand for convenience food. This demand, prompted in large measure by the large number of working wives and the growing popularity of self service food stores, is in turn creating a need for machinery, equipment and supplies to service the dairy and food industries. A particular need exists for advanced laboratory and testing equipment and mechanized labor saving devices, especially in view of the continual scarcity of labor. American companies with modern equipment in this field will benefit by exhibiting their products in this market. **Stockholm Trade Center. Feb. 23-Mar. 1, 1967.**

U.S. TOOLS ARE DEMONSTRATED in the Applied Power International booth at the recent Tel Aviv International Trade Fair. American firms expect $1,726,000 in sales during the next year in the Middle Eastern market as a direct result of participation in this year's Israeli fair.

Construction, farm, and automotive maintenance equipment. LIBYA. Unprecedented market opportunities abound in Libya's social and economic program stimulated and financed by its new-found oil wealth. Construction and agriculture have top priority in the Government's Development Plan that calls for expenditures of at least $325 million in the next two years. In addition, the private sector is in a $1 billion construction boom of its own and needs all kinds of building materials and equipment. **U.S. commercial exhibition, Tripoli International Trade Fair, Libya. Feb. 28-Mar. 20, 1967.**

Heating, ventilating, air-conditioning, and sanitation equipment. ITALY. Huge multi-billion dollar Italian government construction programs for schools, hospitals, tourist facilities, and state-owned industrial plants over the next few years open excellent market possibilities for U.S. manufacturers of heating, ventilating, air-conditioning, and sanitation equipment. The U.S. exhibit coincides with the annual Italian Exposition and Convention on Heating, Air-Conditioning, Refrigeration, and Sanitation Equipment at the Milan Fairgrounds adjoining the Trade Center. **Milan Trade Center. Mar. 1-7, 1967.**

Measurement and control apparatus. FRANCE. The French market for this equipment has experienced even, strong and uninterrupted growth in consumption. The market doubled in the last five years and will double again to $330 million in the next three years. The most promising means to reach this market is by MESUCORA, a quadrennial trade fair, which will be attended by more than 100,000 technicians and buyers from all over Europe. **U.S. commercial exhibition, MESUCORA, Paris. April 14-21, 1967.**

Welding machines & apparatus, inspection testing, machine tool attachments and components. UNITED KINGDOM.

The British import market for machine tools is worth $100-110 million annually. Imports of welding equipment add another $15 million. There has been a sustained increase in imports for the past several years and all indicators show that this trend will continue. U.S. manufacturers will be able to show and sell to 50,000 production managers and engineers. **U.S. commercial exhibition, International Engineering and Welding Exhibition, London. April 25-May 4, 1967.**

Materials handling equipment. EUROPE. Throughout industrial Europe materials handling equipment is in increasing demand. Problems arising from shortages of labor, spiraling wages and production costs call for constant attention. Devices and systems which will lift, load, store and convey all types of products and materials quickly and economically are constantly in demand as a prime means to increase output, reduce labor input and hold the cost line. In Germany alone consumption of materials handling equipment was valued at approximately 400 million dollars in 1965, of which imports accounted for almost $30 million. U.S. systems and equipment for automated warehousing, boxcar and truck loading, order picking, weighing and registering, as well as narrow aisle trucks, special purpose fork lifts, advanced design clam and other grab buckets, magnetic conveyors, vacuum-lift systems and fluid control devices are among the items which are expected to elicit particular interest. **U.S. commercial exhibition, Hanover Trade Fair. April 30-May 7, 1967.**

Aviation equipment and components. FRANCE. Air passenger and cargo traffic in Europe is increasing at an extremely fast rate annually, requiring a corresponding growth in commercial airfleets, airports, freight and ground handling facilities, service and repair equipment and all types of aircraft equipment and components. With facilities already feeling the strain of traffic beyond capacity, sales opportunities for U.S. made equipment throughout Europe's aerospace industry have never been better. For the first time, the U.S. government and aerospace industry have joined forces to present an exhibition of the latest aviation equipment components and technology. **U.S. commercial exhibition. 27th International Aviation and Space Salon, Paris. May 26-June 4, 1967.**

Space fully booked

Measuring, recording and controlling instruments for the chemical industry. GERMANY. Technical measurement and control instruments, together with equipment for automatic operation of manufacturing facilities, find ever increasing applications throughout Europe. Demands for improved quality and lower costs continue to outstrip European productive capacity. Unemployment is virtually non-existent. The current economic situation demands that industrial capacity be expanded and increased in all sectors of production. The European manufacturer is actively seeking new materials, improved techniques, more modern machinery and equipment and other devices to increase output so that he may produce at a lower cost per man-hour. This international fair offers the most important opportunity for the American manufacturer of instrumentation to show and sell his products to the largest number of buyers from all parts of the world in the field of chemical engineering. It is the most important scientific event of 1967 in Europe in the field of chemical engineering, and will be held during the European Meeting of Chemical Engineers. **U.S. commercial exhibition, ACHEMA, Frankfurt, Germany. June 21-29, 1967.**

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas officers or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Week promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Week, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Sample Displays

"A Sample Display Center is just what the name implies—a place to show samples of U.S. products," Secretary Connor has said.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors. Centers are in Beirut, Manila, Nairobi, and Bangkok.

They are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

Write: Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or contact any of the Department's 42 Field Offices.

Mobile Trade Fairs

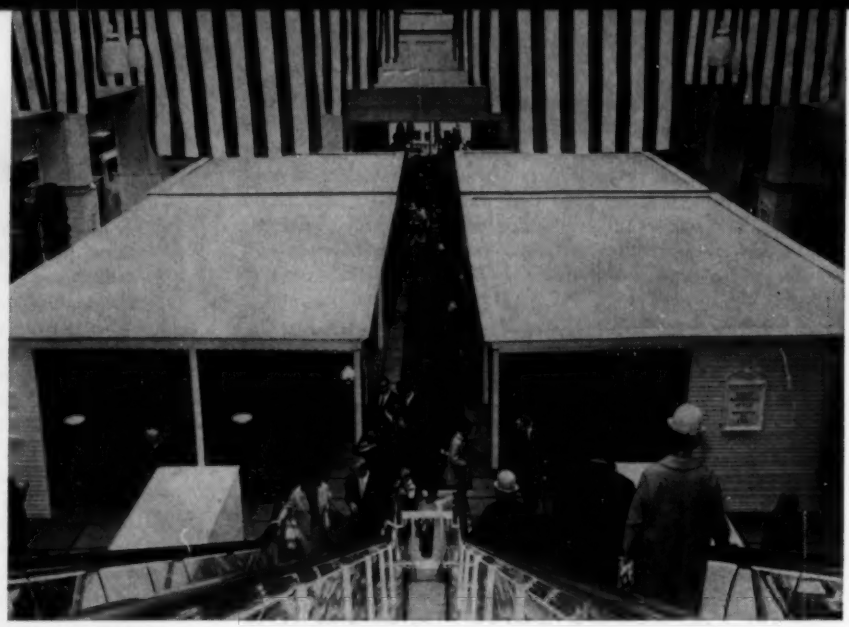
Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

In an effort to achieve these objectives, the Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, Bureau of International Commerce, Office of International Promotion, Department of Commerce, Washington, D.C. 20230.

ADVERTISING "AMERICA WEEKS," huge sign outside Kaufhof's main store introduces customers to exhibit. Customers (below) line up at bedroom.



PRIME LOCATIONS were made available for American furniture exhibits in many Kaufhof stores, often on the first floor. Customers are shown here entering the exhibit area in the main store in Cologne. Displays were designed to simulate as closely as possible colonial American homes and furnishings.

'Early American' scores

U.S. furniture style, promotion, repeats earlier successes

American furniture manufacturers continue to report unprecedented sales results following the collective U.S. exhibition at the Cologne Furniture Fair in January of this year. U.S. firms have found success throughout Europe with their various lines of home furnishings, especially "Early American" style.

The furniture bandwagon started rolling with a trade mission to Europe in November of 1964 with members of the National and Southern Furniture Manufacturers Associations. The mission members reported excellent sales opportunities for American furniture styles in Europe, and planning was started for the Cologne show.

Several European store chains have ordered complete displays of the Early American furniture shown at Cologne. Dutch and German firms have joined British stores in featuring U.S. furniture prominently in their outlets.

Kaufhof's sales campaign started Sept. 2 in their 21 stores throughout Germany. The official "America Weeks" portion of the promotion ended Sept. 23, but the store plans to stock American furniture on a permanent basis.

At the same time that the company's buying team went to the United States two of Kaufhof's top designers visited Williamsburg, Va. to take numerous outside as well as inside pictures of the Colonial style homes. With the aid of these photographs the company set up in each of its 21 stores an authentic replica of the typical Williamsburg home, in most stores placed in the middle of the ground floor.

Within these homes, with some of the outer walls removed, the furniture is being displayed attractively in various rooms including living room, dining room, den, bedroom, recreation room, and entrance hall. In addition, all stores also feature from three to five large window displays of Early American furniture.

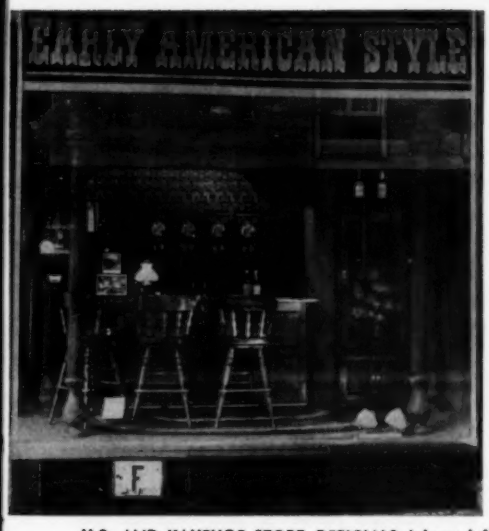
The support which has been provided to Kaufhof by the Department of Commerce under the "America Week" program include the following items:

► Forty four Colonial style women's dresses in two attractive patterns. These are worn by hostesses stationed at the entrance to the "Colonial Home" in each store.

► Several hundred American flags including 132 Betsy Ross flags and 22 sets of the original 13 states flags. These are used mostly inside the stores to attract attention to the furniture display.

► A large supply of color slides depicting outside and inside scenes of Williamsburg homes.

► About 150 posters of the U.S. Travel Service featuring a Vermont



U.S. AND KAUFHOF STORE OFFICIALS (above left) sit at table in the Early American furniture exhibition at the Kaufhof store in Cologne. Left to right are store director Van Giessen, U.S. Commercial Officer Ernst Van Es, store director Wolf, and U.S. Information Officer McFarland. Costumes were loaned for the America Weeks promotion by the Commerce Department. Window display (above right) shows some of the furniture on sale inside the store.

in Germany

in 'America Weeks' effort

scene, Independence Hall in Philadelphia and a covered bridge in Ohio.

► Miscellaneous brochures of the U.S. Travel Service for distribution.

Arrangements were made, through the office of the Commercial Attache in Bonn, to obtain the full support of the various consular posts in Germany by having representatives of these posts participate in the official opening ceremonies on Sept. 2 at the Kaufhof stores in their respective districts.

The official opening ceremony at the Kaufhof store in Cologne—the headquarters of the organization—was attended by the Consul General, the post's Commercial Officer, and the Commercial Attache from the American Embassy in Bonn. In addition to a number of top executives of the Kaufhof organization, members of the press and officials of the city of Cologne.

Although it is too early to determine how successful the Kaufhof and Karstadt American furniture sales are going to be, in Cologne as well as Duesseldorf the entire bedroom ensemble of the Kaufhof selection was sold before the official opening of the exhibits. Judging from the steady flow of customers who are visiting the Kaufhof "Early American" exhibits it appears that this display is arousing considerable interest among the German buying public.

COLOGNE MAYOR Theodor Burauen tries out one of the chairs on display in the Kaufhof store (above), at opening reception for the show. Customers showed their approval of the U.S. merchandise (below).

EXAMINING ORIGINAL "SPIRIT OF ST. LOUIS" at the Smithsonian Institution in Washington are Paul E. Pauly (left), Director of the Commerce Department's Office of International Trade Promotion, and Frank Tallman, renowned flier, who will pilot a replica of Lindbergh's plane at the 1967 Paris Air Show.

Lindbergh plane replica to fly in promotion at U.S. exhibition at 1967 Paris Air Show

Veteran of film flying will attract attention to U.S. aerospace exhibits with vintage aircraft from his own extensive antique plane collection

A replica of the "Spirit of St. Louis," flown by Frank Tallman, ex-Navy fighter pilot and Hollywood stunt flier, will land at Le Bourget Airport near Paris on May 21, 1967, to commemmorate the 40th anniversary of Charles A. Lindbergh's historic New York to Paris flight.

The landing of the small plane will also herald the United States entry into the 27th biennial Paris Air Show to be held at Le Bourget May 26-June 4, 1967.

Tallman's California firm, Tallmantz Aviation, Inc., built the replica of Lindbergh's famous monoplane. The "Spirit of St. Louis" is part of Tallman's collection of antique planes, which includes a German Fokker, a French Spad, a 1910 French Bleriot, and several dozen more reminders of the early days of flying.

The planes to be flown at the Paris show will be flown across the Atlantic, but this time they will be ferried in an Air Force transport. The "Spirit" will be absolutely identical with its namesake, down to the engine, which bears a serial number a few digits from the one in Lindbergh's craft.

A surprise visitor to the 1965 Paris Air Show was Vice President Hubert H. Humphrey, whose article on international trade appears on pages 2-3 of this issue. Participants in the 1967 edition will include such U.S. Government agencies as the National Aeronautics and Space Administration, the Federal Aviation Agency, Atomic Energy Commission, U.S. Information Agency, and the Commerce Department's Environmental Science Services Administration.

Manufacturers in the aerospace industries may show their products in either or both of two types of exhibit. Companies in the national exhibit should present an institutional format, while producers of components and equipment for the aerospace industries may mount show-and-sell displays in the U.S. trade exhibition.

Sales opportunities for U.S. air industry firms have never been better in the European market. Most of the European national airlines have not yet completed their conversion from propellor-driven to jet airplanes. In increasing demand are new aircraft, new airports, and necessary ground support equipment.

Further information on participation in the U.S. section at the show may be obtained from the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Mobile fair-mission now ready to roll

Trailer truck to transport samples on Central American sales trip

A unique combination of two Commerce Department trade promotion programs—mobile trade fairs and trade missions—is ready to be tested this month in Mexico and several other Latin American countries.

A group of executives representing seven companies with operations located in New Jersey will travel through Central America promoting the sale of their products, as other trade missions have done before. However, this time the frequent stumbling block of missions—lack of display samples—will be overcome.

As the business group progresses on its trip, it will be accompanied by a specially-built trailer truck containing displays of products by each of the seven companies. The truck will travel by the Pan American Highway, meeting the businessmen at each stop.

The firms in the project will all display electronic educational devices. Companies represented will be General Telephone and Electronics, Bell Telephone System, Weston Instruments, Interdatex, Electronic Associations, Inc., Buck Engineering, and Radio Corp. of America.

Products on display throughout the trip will include closed circuit television equipment, telephone electrocardiograph equipment, electrical measuring devices and compact classroom computers.

Two other such trade mission-trade fairs are planned—simultaneous trips by two groups of California manufacturers to promote overseas sales of their electronic medical equipment. One of the California groups will visit Paris, Zurich, Milan, and Madrid, while the other travels to Stockholm, London, and Frankfurt.

Indian National Book Trust plans autumn fair in Bombay

The National Book Trust of India has invited interested U.S. firms to participate in the National Book Fair, to be held in Bombay from Nov. 5-20. Provisions are being made for foreign publishers to display their publications. For further details, write: Shri K. S. Dugg-al, Secretary, National Book Trust of India, 23 Nizamuddin East, New Delhi 13, India.

German market ripe for microfilm sales

New breed of European companies ready to accept technical advances

"Now is the time!" is the recurring sentiment voiced by Dr. Carl Nelson, executive secretary of the International Microfilm Congress and special consultant for the Commerce Department's exhibition of microfilming, reprographic, and advanced documentation equipment, scheduled for Nov. 30-Dec. 7 at the Frankfurt Trade Center.

"Our basic selling problem has been resistance to change, even in the face of irrefutable evidence," Dr. Nelson notes. "But there has been a steady evolution toward the open mind in Europe, and a more cooperative attitude is emerging. Now is the time to overcome sales obstacles. We are just beginning to crack through, and American companies interested in the market would do well to start now."

Market potential

One source's preliminary estimates for just one segment of the market, microfilming equipment, indicate that the market will amount to well over $30 million annually by 1970.

"In reproduction equipment, particularly in microfilming, the U.S. is far, far ahead," according to Dr. Nelson "But others are catching up, and there is no time to lose in getting adequate market exposure for U.S. products."

U.S. firms can get almost a year's head start in the European market over companies which wait for the International Reprography Exhibition in Cologne next October by showing their products in the Frankfurt Trade Center show. In addition, the aid of the Trade Center staff in lining up marketing connections is invaluable to the freshman exporter.

Dr. Nelson points out that it often takes two punches to crack a new market, and recommends the Trade Center show and the later international exhibition as such a two-barreled sales promotion.

As an added attraction at the Frankfurt show, Dr. Nelson plans two symposia on current developments in the reproduction industries for German and other European businessmen. One of the day-long sessions will concern basic microfilm technology, covering types of film and their use, specifically how individual firms can use microfilm processes to their economic advantage.

The second session will cover other forms of reprographic machinery, which are better known in Europe, and therefore will be discussed on a higher technological level. Latest improvements in U.S. machines will be discussed, but as at both sessions, the talks will be "idea-oriented rather than product-oriented," with specific brands used for example.

U.S. FIRMS SEEKING AGENTS may use the facilities of any or all of the four Sample Display Centers to show their wares to prospective representatives in Beirut, Nairobi, Bangkok, and Manila. Here a member of the Beirut Center staff shows samples of Jane Colby knitwear to a Lebanese businessman.

PLANS FOR U.S. PAVILION at Tripoli International Trade Fair, Feb. 28-Mar. 20, 1967, are discussed with Commerce officials by Sid Gay (left) of Butler Manufacturing Co. Butler will donate the building for the U.S. Exhibition. At right above is Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business, and in center is Anthony DiStefano, Commerce's designer of interior layout of the booths to be occupied by American companies at the spring commercial exhibition.

Spain plans harvesting show

U.S. manufacturers of agricultural machinery are invited to display their products at an exhibition of sugar beet harvesting equipment in Zaragoza and Valladolid, Spain, Nov. 13-Dec. 11. For further details, write the sponsor in Spanish: Direccion General de Agricultura (Seccion 7a), Paseo de la Infanta Isabel No. 1, Madrid (7), Spain.

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: Screws, nuts, rivets, washers and the like have been subjected to an import license requirement in **Venezuela.** The action involving tariff classification 699-07-01-1D, was taken in Joint Resolution No. 22 and 3237 of the Ministries of Finance and Development, respectively. Imports in this classification totaled $1.8 million in 1964, one third from the U.S. . . . Plans have been completed in **Ireland** for a $4.2 million air cargo terminal for the Dublin Airport. No date has been set for beginning work on the project . . . The feasibility of a 15,000 barrels per day oil refinery at Mollendo in southern **Peru** is being studied by an Italian group. A daily Peruvian newspaper reports that a New York firm will finance the $13 million cost.

Taiwan tops its plan

Republic of China exceeded many of first year targets under new program

Taiwan's Fourth Four-Year Plan covering 1965-68 has gotten off to a flying start, and U.S. trade gains could match the expanding economy stride for stride.

Available figures for the first year of the plan show that the Republic of China is equaling or surpassing its production goals. The 10% real increase in gross national product (GNP) was well above the planned 7% rate; the 6% growth in agricultural production was right on target; and the 15% expansion in industrial output was almost 4 percentage points higher than the projected annual rate.

Taiwan has a great need for imported capital goods. Sophisticated machinery and equipment are necessary to build up its industrial capacity and to expand its ability to export and earn foreign exchange. Many of Taiwan's industries are small and inefficient, and use outdated equipment.

U.S. exporters, therefore, have a good opportunity to sell products of advanced technology in those parts of the economy which the government and private enterprise have earmarked for growth.

Best prospects

Key markets which offer good opportunities for imports from the United States are food processing equipment, packaging equipment, machine tools, office equipment, medical and scientific equipment, pumps and pump equipment, internal combustion engines, industrial air conditioning and refrigerating equipment, construction equipment, and plastics fabricating equipment.

Taiwan's import markets are highly competitive, however, and solid sales promotion will be necessary, if such trade-minded countries as Japan and Germany are not to gain lion's share of these import opportunities.

Foreign private investment plays an integral role in Taiwan's Fourth Four-Year Plan. Approved overseas investment in Taiwan totaled $36.4 million in 1964 and $47.7 million in 1965, when the U.S. share of approved foreign investment was 76.3% ($31.4 million).

Investors welcome

The actual net inflow of capital invested by Overseas Chinese and foreign nationals was $15.6 million in 1964 and, according to the plan, is expected to rise to an annual figure of $21 million by 1968. The Republic of China is actively encouraging private foreign investment, since this promotes capital formation, increases national income and foreign exchange earnings, improves industrial and technical standards, and helps expand exports.

Taiwan permits 100% foreign ownership of approved businesses, guarantees full repatriation of profits and capital, and allows a five-year income tax holiday.

The Statute for Encouragement of Investment offers foreigners incentives to investment in the following categories of manufacturing enterprises: handicraft, mining, agriculture, forestry, fishery, animal husbandry, transportation, public utilities, public housing and technical services.

Steady Progress

Taiwan made steady progress during the Third Four-Year Plan (1961-64). GNP in constant 1964 dollars increased from $1,747 million in 1960 to $2,562 million in 1964. The average yearly GNP growth rate was 8.6% in real terms, and the total increase of 38.7% was 2.7% higher than the planned target.

During this same period per capita income rose from $125 to $168 in constant 1964 dollars, representing an average yearly growth of 5.6%. The total increase of 24% was 3.4% above the planned target.

The average annual GNP growth rate for 1965-68 is projected at 7% in real terms. The spread of family planning is expected to bring the annual rate of population growth down from 2.86% in 1965 to 2.26% in 1968. This will allow per capita income to rise from $168 in 1965 to $191 by 1968.

Figures for 1965, the first year of the Fourth Four-Year Plan, indicate that GNP in constant 1964 dollars rose 10%, up to $2,818 million in 1965, almost 3% higher than the planned increase. Per capita income rose from $168 to 175, showing a growth rate of 4.03%, almost the exact amount planned.

The fourth plan is surpassing its goals in agriculture. The average yearly rate of increase is projected at 4.13%. Crops

Translation available

The official English translation of Taiwan's Fourth Four Year Plan has been transmitted to the Agency for International Development (AID) for abstracting and inclusion in AID's catalog of investment information and opportunities. When abstracting has been completed, the translation of the plan will be listed in a supplement to the latest index of the catalog and announced on the book page of this magazine.

Copies will be available through any U.S. Department of Commerce Field Office, or through the Clearinghouse for Federal Scientific and Technical Information, 410.14, Springfield, Virginia, 22151.

slated for marked growth are rice, soy beans, corn, and bananas. In 1965, total agricultural production rose 6%, the plan's target figure for the initial year, with large increases over 1964 figures occurring in bananas (64%), mushrooms (43%, but still 16% less than the 1963 peak), and asparagus (ten times).

January through June figures show continued rapid growth above the first six months of 1965; bananas (12.3%), pineapples (25%); mushrooms (20%); and asparagus (one million cases compared with total 1965 production of 750,000 cases).

As would be expected in a country with a rapidly growing economy, Taiwan's imports of internal combustion engines have also been rising significantly. Imports rose from $2.8 million in 1962 to $8 million in 1964. Nevertheless, the U.S. share in these two years was only 15% and 18%, while the Japanese share was 58% and 55%.

Although American engines are competitive in price, delivery, and trade terms, they face several obstacles in the form of: insufficient local knowledge of U.S. products; a lack of experienced repairmen; and the fear of long, costly delays in obtaining spare parts.

Despite these obstacles, the larger American diesel engines in the 200-500 h.p. range, which are used for marine, industrial, and power generation purposes, are selling well.

The new development plan calls for increased construction of large buildings. The expansion of the frozen food industries and Taiwan's relatively warm climate are two additional factors which will result in growing imports of industrial air conditioning and refrigeration equipment. Imports were $139,000 in 1962 and $228,000 in 1964. Excluding one large item of $70,000 in 1964 (a Danish freeze dry plant), almost half of these imports came from the U.S.

U.S. share dives

Imports of industrial refrigerating equipment alone rose from $52,000 in 1962 to $100,000 in 1964, but the U.S. market share in those years dropped from 46% to 15%.

Taiwan's domestic manufacturers of construction equipment limit themselves to producing the less sophisticated equipment; such as simple cranes and construction elevators. This type of equipment is inadequate for high rise buildings, and there is considerable potential for future import sales here.

From 1962 to 1964, the value of new brick building construction rose from $4.5 million to $6.7 million, and the value of reinforced concrete buildings from $2 million to $2.5 million. In the same period, annual imports of conveying, lifting, excavating, road construction, and mining equipment and parts fluctuated between $2 million and $2.8 million. The U.S. share of the market in these years ranged from 46% to 57%.

Emphasis on plastic

The Republic of China encourages increased imports of plastics fabricating machinery and equipment, particularly through investment, in order to achieve planned production goals. Nearly all machinery and equipment for constructing and operating new polyvinyl chloride, dioctyl pthalate, polyethylene, polystyrene, styrene monomer, and other plastics raw materials plants will have to be imported.

Imports of plastics manufacturing machines rose from $573,000 in 1963 to $772,000 in 1964. In this market too, Japan and Germany are stiff competitors.

The fourth plan's heavy emphasis on increasing agricultural production and exports has created an excellent market for food processing and packaging equipment. There are particularly good opportunities for carton-making, small labeling and boxing equipment, jar cap making, and jar filling and capping machinery, as well as for individual quick freezing equipment and some food sorting equipment.

The market for new types of freezing equipment is bright, and the technical advantages of U.S. equipment offer hope of substantial sales. Markets that could be developed now are bag-making, aluminum foil and plastic-using packaging machinery, box forming and box filling equipment and tea packaging machinery.

Opportunities for selling packaging machinery are not limited to food processing, but also exist in Taiwan's other industrial sectors where goods are produced for export.

11% annual growth

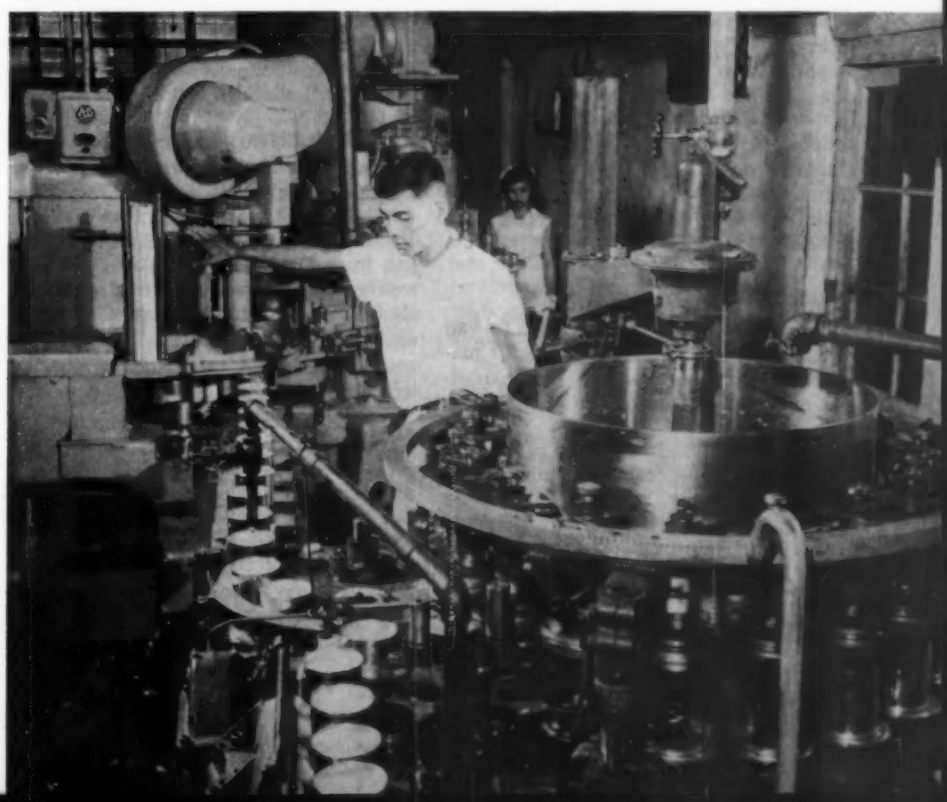
During the Fourth Four-Year Plan, it is estimated that gross industrial product will expand from $746 million in 1965 to $1,027 million in 1968, an average real annual growth rate of 11.1%. In 1965, industrial production was already 15% higher than in 1964. Despite a serious electric power cutback due to a shortage which lasted from November until April, industrial production for January through May was 9% higher than the corresponding period of 1965.

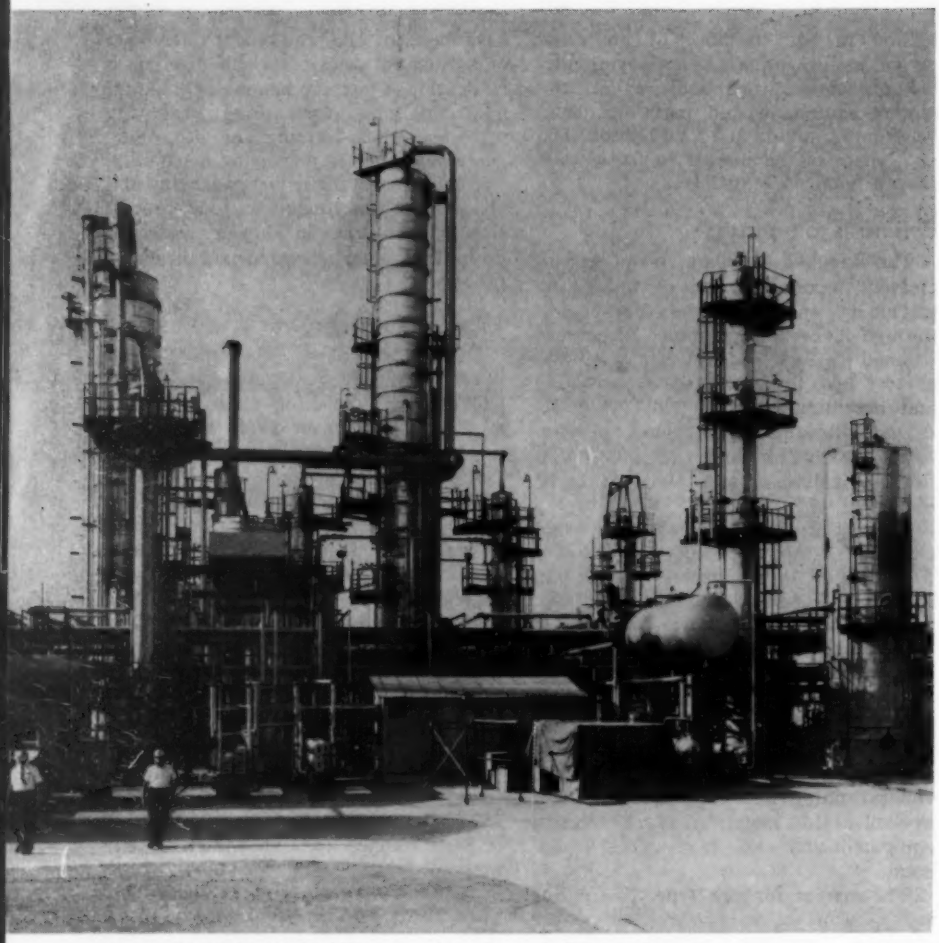
Output of machinery and appliances increased by 270% during the third plan. Much of the equipment necessary for this development was imported.

Between 1961 and 1964, annual imports of machinery and tools climbed from $36 million to $53 million. In 1965, the first year of the fourth plan, imports jumped to a new high of $84 million.

In the 1961-64 period, Taiwan's im-

BUSY PINEAPPLE CANNING FACTORY is typical of Taiwan's industries, whose robust growth rate in 1966 is exceeding planned goals and carrying the whole economy to record-shattering performances.





NEW SINO-AMERICAN REFINERY, owned by China Gulf Oil, reflects Taiwan's receptive investment climate. A recent revision of the Industrial Investment Law has made prospects even more attractive.

ports of U.S. machinery and tools rose slightly, from $20.3 million to $22.4 million, but the U.S. market share of these imports fell from 55% to 38%. Taiwan's imports of machinery and tools from Japan almost doubled during this same period, rising from $22.7 million to $44 million, while imports from Germany rose from $2.7 million to $11.4 million.

Machine tools needed

These figures show clearly that Taiwan has a rapidly expanding market for machinery and tools, but that U.S. exporters must work harder just to keep up with the competition.

Most of Taiwan's domestic production of machine tools consists of simpler types of lathes, planers, and drill presses. As total production increases, however, and the level of industrial sophistication rises, there will be a growing need for larger imports of high quality precision tools. Total imports of machine tools were $665,000 in 1960, and went from $1 million in 1962 to almost $2 million in 1964.

The U.S. share of the market in 1962 and 1964 was 32.8% ($335,000) and 33.2% ($647,000) respectively.

There is a special market for machine shop tools in Taiwan. Imports rose from $597,000 in 1962 to $832,000 in 1964, while imports from the U.S. doubled, going from $89,000 to $180,000; the U.S. market share increased from 14.9% to 21.6%. In 1965, total imports of machine shop tools rose further to $1.4 million.

Growing market

Local importers of office equipment indicate that there is a growing market for typewriters and calculators in Taiwan. Copying machines offer special promise, but computers have not yet entered the market. Imports of office equipment stood at $432,000 in 1962, $759,000 in 1964, and $956,000 in 1965; the U.S. share of the market was 25.7% ($111,000), 40.6% ($308,000), and 37.3% ($357,000), respectively.

Taiwan imports most of its medical equipment. The single large-scale domestic manufacturer of medical equipment produces only relatively simple instruments and equipment. Taiwan's large potential market for medical equipment is reflected in these 1964 statistics: 22,535 registered medical personnel (1.7 per 1,000 population); 17 government-run hospitals and 22 private hospitals (with approximately 12,000 hospital beds); and 5,800 private clinics including 800 dental clinics.

Medical imports

The Taiwan Provincial Government spends about $3 million per year on health care or controls, which is 4% to 5% of the total government budget. Imports of medical equipment into Taiwan rose from $4.5 million in 1963 to $5.5 million in 1964, while the U.S. market share for these two years was 37.8% ($1.7 million) and 34.5% ($1.9 million) respectively.

The Fourth Four-Year Plan's emphasis on expansion of the petroleum and power industries and of irrigation ensure a good market for imports of pumping machinery, pumps and parts. Imports have increased from $722,000 in 1962 to more than $1.1 million in 1964, and to over $1.2 million in 1965, while the U.S. share went from 61.8% ($446,000) in 1962 to 71.9% ($802,000) in 1964. Although there are over 30 domestic pump manufacturers in Taiwan, all of these produce only the simplest types of pumps. Importers indicate that the more complicated kinds of pumps should sell well in Taiwan, particularly submersible pumps, centrifugal pumps, and vertical line shaft deep-well pumps.

U.S., Greece study methods to desalt water from sea

The United States and Greece are studying the feasibility of desalting, possibly in combination with an electric power plant, as a means to provide fresh water for the Athens area. Both nuclear and fossil-fuel systems are being considered.

The U.S. has provided specialists who are working with a similar group of Greek technicians and studies of alternative sources of fresh water are being conducted by the Greek Government.

Results of the studies will be reported to the two governments and will be made available to the United Nations and to the International Atomic Energy Agency.

HEAVY ACCENT ON EUROPE

Foreign outlays up 21%

Overseas manufacturing projects account for more than half of total

Foreign plant and equipment expenditures by U.S. firms are now projected to rise by 21% in 1966 to a total of $9.2 billion.

The U.S. Department of Commerce's Office of Business Economics reports that this figure constitutes a small increase over a projection of $8.8 billion that was prepared at the beginning of the year.

Companies also report that 1967 outlays abroad are expected to be about as large in the aggregate as the $9.2 billion projected for 1966, though there is some shifting among industries and areas. Projections made this far in advance have tended to be low during the extended period of rising investment outlays abroad.

Manufacturing is the largest component of foreign plant and equipment expenditures, rising 23% to an estimated $4.8 billion in 1966.

Outstanding growth in foreign outlays is projected for the chemical industry, from outlays of $900 million in 1965 to $1.2 billion in 1966 and $1.3 billion in 1967. This is the main industry for which, at this early date, significant gains are projected into next year.

A similar pattern is evident for nonelectrical machinery, though the amounts are smaller.

The transportation equipment industry reported that 1966 is a year of major expansion, but lower outlays are expected for 1967.

For most other manufacturing industries, the 1966 figures represent the continuation of fairly regular advances in investment activity, and changes reported now for 1967 are comparatively small.

All areas gain

All major areas are expected to share in the rise of manufacturing investments by U.S. firms, but by far the greatest increase is in the Common Market countries, where a scheduled gain of nearly 40% will bring total expenditures to $1.4 billion this year. Outlays in Belgium, Italy, and the Netherlands are now expected to advance more sharply than was indicated in earlier reports.

The United Kingdom is also scheduled to receive a rising amount of investment by U.S. firms, and a strong rise of 23% is scheduled for manufacturing investments in Canada in 1966.

Latin American manufacturing investments by U.S. firms, especially for Brazil, show a moderate increase in 1966. The largest gain elsewhere is reported for Australia.

At the same time, steady though moderate increases in capital expenditures are underway in Canada, Latin America, and the Middle East.

The resurgence of investment in mineral extraction reflects intense world demand for these products, coupled with the discovery of new resources.

Capital outflows from the United States provide part of the financing for the investment expenditures by foreign affiliates of U.S. firms.

Such direct investment capital outflows amounted to $2.4 billion in 1964, $3.4 billion in 1965 and in the first half of 1966 were at an annual rate of $3.3 billion. However, these figures include certain amounts that merely refinance existing credits from the United States.

In addition, in accordance with the voluntary program to improve the balance of payments, substantial amounts are borrowed from foreign sources by U.S. parent firms or their U.S.-incorporated affiliates. When these are eliminated, the amount of U.S. funds included in the direct investment outflow is reduced to $3.1 billion in 1965 and an annual rate of $2.7 billion in the first half of 1966.

By far the largest rise in capital outflows in 1965 was to Canada, where they were up by nearly $700 million. About $300 million of this went into finance and trading affiliates, largely to refinance existing credits from the United States. About $400 million of the increase was for the manufacturing and petroleum industries.

In the first half of 1966 direct investment flows to Canada were considerably larger than in the first half of 1965, if allowance is made for over $100 million of refinancing that was included in the earlier figures.

The other major increase in 1965 direct-investment flows was to the Middle East, where the total rose by $200 million.

Direct-investment flows to Europe were up only slightly from 1964 to 1965 and did not change significantly in the first half of 1966.

Since Europe is the focal point of much of the investment in plant and equipment discussed above, there has evidently been a significant effort to use foreign financing as much as possible. For instance, plant and equipment expenditures for manufacturing in Europe rose $550 million from 1964 to 1965, but capital outflows from the United States to this industry rose only about $100 million.

In 1965, the U.S. equity in the earnings of foreign affiliates rose 7.3% to $5.4 billion. However, this rate of increase was lower than that for the investment base (the book value of the U.S. investment in the affiliates), which rose 10% following a 9% rise in 1964.

Trend reversed

By the end of 1965 the book value was $49.2 billion. Thus, the rate of return on investment declined, reversing the slow increase of recent years.

In 1965, the amount returned to the United States as dividends, interest, and branch profits rose by $300 million to nearly $4 billion.

Earnings of manufacturing affiliates abroad advanced 9% to a new high of $2 billion in 1965.

Payments of royalties and fees by foreign affiliates to their U.S. parent companies have become an increasingly important supplement to dividend remittances. In 1965, royalties and fees exceeded $900 million, nearly 20% above the 1964 amount.

A full report on recent developments in the international investments of the United States, covering direct and other U.S. investments abroad, and foreign investments in the United States, is given in the September issue of the *Survey of Current Business*, which may be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. The price is 45 cents a single copy.

INTERIOR MINING TOWN OF MACKENZIE will be connected with Georgetown and Guyana's populous coastal areas by a 52-mile AID-assisted highway.

STABILITY IS PROMISING

Guyana ready to grow?

New Government regaining world confidence, plans to develop rich interior

By JAMES L. GORMAN
Second Secretary,
U.S. Embassy, Georgetown

After the political uncertainties of the past several years, Guyana may at last be ready to cash in on its economic potential.

GORMAN

Guyana became independent on May 26 under a coalition government headed by Prime Minister Forbes Burnham. The new government has restored stability and confidence, which were reflected in the recent visit of Queen Elizabeth, the first trip to Guyana by a reigning British monarch, and Prime Minister Burnham's official visit to Washington in July.

Guyana, a member of the British Commonwealth, has recently been admitted to the United Nations, the World Bank, GATT, and several other international organizations. In the past 18 months the country has been receiving increased foreign aid from the United Kingdom, United States, Canada and the United Nations.

Guyana does not fall into the stereotype of a developing country. True, it does have a large unemployment rate and a high birth rate but there are unusual, sometimes startling facts and accomplishments.

The gross national product stands at about $300 per capita, well above the average for developing countries and made more striking by the fact that nearly 50% of the population is below 14 years of age. National income, that proportion of GNP directly earned by Guyanese, rose 8% in 1965.

The literacy rate (the native language is English) is a surprising 86%, coupled with compulsory education of children to age 14.

Although there is a shortage of skilled workers, the inventory of skills available in Guyana is comparatively high because of training in the shipbuilding, bauxite and sugar industries and the emphasis on vocational training by the government. Plans call for greatly raising the output of technical schools.

The Guyana dollar is stable, backed nearly 100% by foreign exchange assets of the Bank of Guyana, the central bank. Commercial banks include the Chase Manhattan Bank, the Royal Bank of Canada, Barclays Bank, and the Bank of Baroda (India).

Sir Walter Raleigh saw Guyana as "El Dorado"—the treasure lode. Gold and diamonds have been and are panned and dredged from its many rivers, but bauxite, the ore of aluminum which is found here in its richest form, now stands as Guyana's most important mineral export.

Other minerals also abound, including tantalite and columbite, and indications of copper have recently been found. Many economists see mineral resources as the best hope for Guyana's economic future.

Another ambition which will require hard work and hard-headed investment is the development of the interior. More than 90% of Guyana's 650,000 people now live on less than 5% of its territory. The earliest European settlers lived far up the navigable sections of the rivers but, as sugar cultivation began to dominate Guyana's economy, plantations, slaves, and indentured servants were con-

centrated in the rich alluvial plain on the Atlantic Coast. For the last 200 years the population has remained there.

Henry Ford is reported to have offered (in return for concessions which were not granted) to build a road through Guyana to his rubber plantations in the Brazilian hinterland. However firm the proposal was, it does point out the fact that the shortest route from Northwest Brazil to the sea lies through Guyana. The beginning of a route has now started with the AID-assisted project to build a modern 52-mile highway from Georgetown to Mackenzie, a mining town of about 25,000 inhabitants in the interior.

Plans are already afoot to extend the mining roads leading from Mackenzie, with a dry weather road to Lethem on the Brazilian border. A glance at the map will show the transportation revolution which might be wrought by such a connection.

A good start

The Mackenzie road is a start in that direction. From it, and the roads leading onward from it, will extend small tributaries into arable lands which may be capable of supporting the unemployed of Guyana and at least part of the excess population of the West Indies.

The undeveloped, unoccupied interior contains huge forests of tropical hardwoods and extensive areas of arable lands. United Nations surveys have tested the land and are now inventorying the forests.

Another goal, held in common with all developing countries, is industrialization. In Guyana, this may include a smelter to turn bauxite into aluminum. The first requirement for such a project is cheap electric power. A UN survey of potential hydroelectric sites is underway.

Guyana's economic potential is its most distinct advantage over many other areas at the same level of development.

Guyana's existing assets include a modern sugar industry, a large rice export production, a very modern and expanding bauxite industry, shrimp fishing fleets and two shrimp processing plants, a number of small industries, and a thriving commercial sector. Trade and investment are buoyed by the fact that Guyana has a money economy—subsistence farming and barter play a very small role in the total economic activity.

Guyana has had considerable experience with foreign investment. Two British companies own and manage the large sugar estates and sugar factories together with subsidiary industries—manufacture of molasses and rum—and a number of other investments.

A subsidiary of ALCAN accounts for a large share of the bauxite production, which it mines and processes (including the conversion of a part into alumina) in facilities costing about $100 million. Reynolds Metals also mines bauxite here and is rapidly expanding production.

A subsidiary of Union Carbide mines manganese in the northwest section of the country, and a banana cultivation project has been undertaken with assistance from a United Fruit subsidiary.

Smaller foreign investments include an American-owned oxygen producing company, interest in timber mills, finance for expanding the telecommunication system, oil exploration (Shell and Continental), loans for housing, and retail stores. American and other foreign concerns are now in the last stages of planning a modern hotel in Georgetown.

The government appreciates the benefits of foreign investment and through the Guyana Development Corporation offers such concessions as income tax holidays, duty-free imports, and sites on industrial estates.

The Corporation also maintains a list of desired industries. For information on these or for advice and information generally on industrial investment, it is suggested that interested persons write the Corporation directly at 48 High St., Kingston, Georgetown.

U.S. investment mission

A Department of Commerce Industrial Development Mission visited Guyana in April and interviewed dozens of local businessmen interested in joint ventures with U.S. investors. Several interesting proposals were presented, including joint venture investments in a construction firm, meat canning, textiles, production of bleach and scouring products, manufacture of plastic products, a concrete pipe facility, can production and builders' hardware manufacture.

Other opportunities reported separately include the manufacture of concrete septic tanks and the establishment of a shrimp processing plant on the Berbice River.

World Trade Directory Reports are available at Department of Commerce Field Offices on most of the larger firms in Guyana, as well as a trade list containing information on various categories of businesses. Dunn and Bradstreet has a Guyana correspondent.

The market for locally-produced goods is due for expansion with the ratification this September of the Caribbean Free Trade Area Agreement between Antigua, Barbados and Guyana. That agreement exempts goods from customs duties in member countries if more than 50% of their value comes from production or processing within the member country.

Long experience and reliance on international trade (total annual trade is higher than the GNP) have created a sophisticated commercial structure in Guyana. Banking services are good, trained administrative personnel are available, a marketing network of retail and wholesale outlets is efficient, shipping services are adequate, and the population is used to purchasing manufactured products.

Public outlays double

During 1965 the government spent $12 million on development projects, more than double the amount spent by the prior administration in the preceding year. More than $8 million was raised locally. Expenditures are scheduled to double again in 1966, with a significant portion again to be raised locally.

The private sector invested nearly $24 million in 1965, and large amounts are now being spent to expand the bauxite industry and modernize the sugar industry. A number of small industries have been formed in the past 18 months, and concessions have been granted for several additional enterprises soon to be established.

In order to plan a national program for the future, a seven-year development program (1966-72) has been drawn up and approved by the government.

In the past year and a half, the U.S. Government has committed $20 million through the Agency for International Development toward Guyana's development.

AID programs of special assistance to private interests have been put into operation. A Private Investment Fund has been established by joint contributions of the Guyana Government and the United States. An AID loan of $2 million to the Fund provides long-term finance through commercial banking facilities for purchases of U.S. capital goods.

Investment guarantees against losses from expropriation, war risk, revolution, insurrection and protection against inconvertibility of capital are available to U.S. investors from AID.

Although located on the South American continent, Guyana belongs to the English-speaking Caribbean. American investors are already active in the West Indies where the same culture prevails, and Guyana is also worthy of consideration by those willing to take the time and energy to study the opportunities.

Yugoslavian economic reform transfers investment decisions from political to business arena

Larger share of profits retained by enterprises to flow into reorganized banking system for investment credits

Yugoslavia's current economic reform's basic feature is the transfer of investment decision-making from the political to the economic arena.

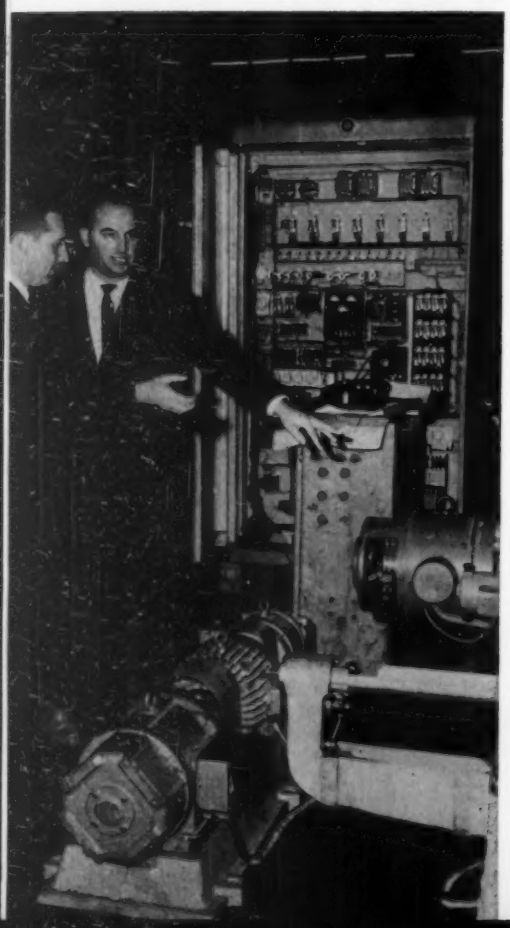
The flow of tax funds from business enterprises to the government is being reduced, the government-dominated General Investment Fund has been abolished, and the larger share of profits retained by the enterprises is being channelled into a reorganized banking system which will become the main source of investment credits.

The major reorganization of the tax system which is summarized below is an important link in the chain of economic reform.

The following taxes have been abolished:

- The Producer's Turnover Tax—Formerly levied on every item produced by an enterprise. It was included within the producer's prices and formed part of gross receipts. Tax rates varied between 2% and 80%. This tax accounted for 45% of total federal budget receipts.
- The General Turnover Tax—Formerly, a standard 1% rate on wholesale trade, commodity imports, and profit margins of trading enterprises. It was imposed at every stage of the production and distribution cycle on sales of all products except at the retail level;
- Net Profit Taxes—Formerly 15%, paid by enterprises on their net profits—the sum remaining after operating costs, debt financing, and regular salaries had been met;
- Purchase Tax on Specific items—A tax levied to restrict purchases by organizations of specific items, e.g., automobiles and furniture.

MARKET FOR U.S. MACHINERY may result from revision of Yugoslavia's fixed capital tax. As part of the Government's current economic reforms the previous 6% tax rate was lowered to 4%.



Some taxes revised

The following taxes have been revised:

- Fixed Capital Tax—This tax is paid on the fixed capital and buildings possessed by an enterprise. Before the reform, the tax rate was 6%. It is now 4%. Because the number of exceptions has been reduced, however, the average effective tax rate has risen from 2.7% to 3%.
- Federal Service Sales Tax—Still imposed at varying rates on bank loans, banking services, and foreign trade transactions, but no longer applicable to insurance and sports events services; has been shifted away from private retail services to broader domestic wholesale trade services.
- Personal Income Taxes—Before the reform, the withholding rate for the average Yugoslav worker was 18½% of gross income. The official rate is now 10½% (the tax is not progressive for those with net salaries less than two million old dinars—$1600—a year) but because of various special levies, the actual average rate is in the neighborhood of 15½%.

To make up for the fiscal losses entailed by the above listed tax changes, the Government has instituted a tax on sales for final consumption, which does not apply to purchases of commodities for further processing (e.g. sheepskins for footwear) or investment development projects (concrete for a dam).

General rate of 12% levied

A general rate of 12% is levied, with a few exceptions for necessities, and few higher rates for luxuries. Sales taxes imposed by the communes still average 6%, as they did before the reform. The republics have been authorized to impose a 2% sales tax, although this latter is claimed to be temporary.

It is officially estimated that revenue in the first years of the reform will be drawn from four main sources: sales and service taxes (44%), personal income tax (37.3%), customs duties (12.5%) and "other receipts" (6.2%).

Holders of OBR 65-49 "Foreign Trade Regulations of Yugoslavia" may wish to use the above information to amend the relevant sections of that report.

Peru ups Paita port charge, imposes new import tax

Effective August 10, 1966, Peru increased from 0.01 to 0.02 Soles per gross kilogram the charge on general cargo imported and exported through the port of Paita.

In another move, the Peruvian Government created an additional import tax of 0.5% ad valorem on all imports, unless covered by international agreements or exempted by special provisions. However, it is being assessed on imports which carry GATT tariff concessions which are in suspense under a GATT waiver.

Port Said Free Zone to be exempt from UAR's trade, investment laws

Free Zone Authority has final word on all decisions; imported goods may be stored in Zone indefinitely

The United Arab Republic has announced adoption of the "Port Said Free Zone Law," which establishes a Free Zone Authority empowered to fix the boundaries of the Zone, and administer it as a separate entity.

The Zone will be exempt, as far as foreign trade and investment are concerned, from UAR customs duties and other commercial laws and regulations relating to imports, exports and foreign investment in the UAR.

The legislation (Law No. 51 of 1966) provides the basic legal framework for developing the Free Zone, calls for issuance of the necessary decrees to implement the project, and outlines the principal advantages to be offered traders and investors.

No customs duties

Foreign goods entering into or departing from the Free Zone for foreign destinations will not be subject to any customs duties or other regulations, except bonding duties and other regulations adopted by the Free Zone Authority specifically for administering the Free Zone.

Existing UAR import and export duties and other regulations are to apply at the time the goods are moved from the Free Zone to destinations within the UAR, or the reverse.

There are no restrictions on the length of time goods may be kept in the Zone; but goods of foreign origin may not be diverted to personal use or consumption inside the Zone.

The Free Zone Authority will decide what projects are to be undertaken to provide storage facilities, industrial processing and assembly plants, and consumer goods and services required by workers employed in the Zone. Foreign capital invested in these projects will be exempt from UAR laws regarding foreign investment. Salaries paid to foreign personnel employed in the Zone are to be exempt from UAR income taxes, and up to half of such salaries may be transferred abroad in the same currency received by the employee.

The Free Zone Authority will prepare annual budgets covering expenditures incurred in operating the Free Zone; regulate the movement of goods, currency, and people to and from the Zone; authorize industrial and commercial ventures to be undertaken in the Zone by public or private interests; acquire land or buildings, and levy taxes.

In addition to allocating funds which the government makes available, the Zone Authority will derive revenue from such taxes as it may levy in the Zone, as well as from such local or foreign loans as may be granted for commercial or industrial undertakings in the Zone. All Zone Authority funds are to be regarded, in the eyes of the UAR Government, as private funds.

The Free Zone, initially to cover an area of six million square meters on the east side of the Suez Canal just south of Port Fuad, may be expanded by the Zone Authority until it encompasses all of the Governorate of Port Said.

Singapore will establish free trade zones for imports

The Parliament of Singapore has approved legislation setting up free trade zones for the country's important entrepot trade.

Singapore had traditionally been a free port, but has recently begun to impose duties on a number of imports in order to protect new industries.

The new legislation will allow the establishment of free trade zones where goods may be entered, stored, processed, manufactured and re-exported without payment of customs duties and with minimum customs control.

Customs duties will be levied only when dutiable goods from a free trade zone are released for domestic consumption in Singapore.

Additional government-licensed factory warehouses will be set up outside the free trade zones, and will be used for the storage of dutiable goods without payment of duty but subject to customs control.

The new law also provides for the licensing and regulation of duty-free tourist shops which will sell normally dutiable goods to bona fide tourists.

Dominican Republic tightens import rules

Must prepay 80% of customs duties on 51 items; broadens requirement for payment by letters of credit

The Dominican Government has adopted two additional measures in an effort to correct a chronic balance-of-payments deficit.

First, it requires that the importation of 51 categories of foodstuffs and manufactured consumer goods can only be made after the prepayment of 80% of the estimated customs duties; and secondly, it announced a broadened list of items for which the Central Bank will not approve applications for foreign exchange unless the goods affected are imported under letters of credit.

To restrict luxury imports

Both actions are designed to restrict further the importation of so-called "luxury" goods as well as articles which are produced in the Dominican Republic.

The 51 categories for which prepayment of import duties and letter of credit are now required include: cosmetics, men's and ladies' clothing, leather manufactures, soaps and detergents, paints and enamels, varnishes, footwear of all types, plastic products, fresh and canned fruits and vegetables, alcoholic beverages, refrigerators and freezers, stoves, washing machines, electric kitchen appliances, television sets, radio receivers and transmitting equipment, phonographs, and recorders and their accessories.

Imports of so-called "luxury" automobiles, which are defined as those valued in excess of $2000 f.o.b. are prohibited, and an additional tax of $700 per unit will now be levied on all imported automobiles, which are also subject to the duty prepayment requirement.

Iran's first plant for petrochemicals has U.S. financing

B. F. Goodrich partner in Iranian firm planning $27 million project

An Iranian firm will purchase U.S. equipment and services to construct and operate the country's first petrochemical plant. The new plant will produce polyvinyl chloride, dodecyl benzene, and caustic soda.

Most of Iran's needs for these basic chemicals are currently imported. The plant will be built by Abadan Petrochemical Co. through Iran's National Plan Organization.

Abadan Petrochemical Co. is a new firm owned jointly by National Petrochemical Co., an Iranian enterprise, and B. F. Goodrich Co., Akron, Ohio. The plant will cost approximately $27 million and will be on the island of Abadan in the Persian Gulf, adjacent to the National Iranian Oil Co. refineries, a basic source of raw materials.

The Export-Import Bank of Washington has authorized a $13.1 million loan to the Government of Iran which will make the funds available to the petrochemical firm. The funds will help finance purchases in the U.S. The loan is repayable in 16 semiannual installments beginning in 1969.

Output of polyvinyl chloride, which will account for more than half of the firm's sales, will be used in making plastic materials for a variety of end products.

Dodecyl benzene, a raw material for manufacturing synthetic detergents, will constitute about 20% of total sales. Caustic soda, used in manufacturing other chemicals, and other products, will account for about a quarter of all sales.

New Orleans firm builds Ivory Coast research ship

A tuna and sardine fishing and research vessel, which will play a major role in developing the Ivory Coast fishing industry, is enroute on her maiden voyage from New Orleans to Abidjan.

The ship, built by Halter Marine, New Orleans, under sub-contract from Grafton Boat Works, is rated at 100 metric tons of sardines capacity or 82 metric tons of tuna. The ship, the John F. Kennedy, is an experimental, training and research vessel which will serve the Ivory Coast Fisheries Services and Training Center.

She is 83 feet 6 inches long with a beam of 23 feet and a 14 foot draft and is powered by a 380 HP diesel engine. There are two diesel compressor and service engines for refrigeration and hydraulic systems.

Construction of the ship was partially financed by the Agency for International Development. Total cost of the project was $455,000 of which $265,000 was provided by the Agency for International Development.

Taiwan subsidiary of Eli Lilly & Co. builds new plant

Fall completion target set; plant to be in operation by '67

Eli Lilly & Co. (Taiwan) Inc. is building a new pharmaceutical plant near Taipei. The factory will be built in the Kweishan Industrial District which is about 14 miles from Taiwan's capital.

Construction is expected to be completed this fall and the plant is expected to be in full operation by the first of next year.

The firm, a 99% owned subsidiary of Eli Lilly & Co., Indianapolis, Ind., estimates the total cost of the project at about $750,000.

The parent firm is investing the equivalent of $400,000 in the project and another $325,000 has been authorized by the Agency for International Development.

The AID funds will be disbursed as a Cooley loan, named after the amendment to P.L. 480, the Food for Peace Act. The amendment makes local currency funds available to U.S. firms and their affiliates to promote private U.S. investment in developing countries.

The loan will be repaid in local currency within ten years including a two-year grace period.

Paraguay to improve highway to Atlantic, Asuncion airport

Procurement of goods, services to be made in U.S. or Paraguay

Paraguay will spend $9.38 million to improve her overland access to the Atlantic Ocean and to expand facilities at the capital's Asuncion International Airport.

Major improvements to be made to the landlocked country's main arterial highway, the 205-mile long "Brazil Road" connecting Asuncion to the Parana River on the Brazilian border, will include road drainage and leveling as well as base and surface reconstruction.

The Asuncion International Airport is the only airport in central South America which provides round-the-clock operations. Its expansion and improvements will facilitate landings and takeoffs, especially for large jet transports, for the ten international airlines the airport now serves.

Two Agency for International Development loans will help finance these projects. AID funds for the highway program include $3.9 million in dollar exchange and $780,000 in local currency.

For the airport improvement AID has provided $4.7 million. The Paraguayan Government will raise a supplemental $700,000 for the airport project.

Both loans are to the Government of Paraguay and will be administered by the Ministry of Public Works & Communications. Goods and service financed by the loan funds will be procured in the U.S. or Paraguay. The loan will be repaid within 40 years, including a 10-year grace period.

Radioisotopes go to Russia

The Atomic Energy Commission has issued a license for the export of a small quantity of radioisotopes to the Institute of Experimental Endocrinology & Chemistry of Hormones, Moscow, USSR.

The license was issued to Packard Instrument Co., Inc., Downers Grove, Ill., to export 40.1 microcuries of tritium, carbon 14 and chlorine 36 as standards for use in medical research.

Licenses offered U.S. businessmen to produce and distribute products made by eight foreign companies

Names and addresses of the producers available on request

Manufacturers in England, Italy, The Netherlands, South Africa, Sweden, Switzerland and West Germany are seeking U.S. licensees to produce and distribute their products for the U.S. market. Products offered are a patented process for fattening cattle, a flexible suction conveyor system, a truck and trailer cover, textile dyeing machinery, special type plastic containers, a mechanical and electro-magnetic clutch, an anti-rheumatism pharmaceutical product, and an animated music reading system to simplify the process of learning to play musical instruments.

For additional details concerning these products and the names and addresses of the manufacturers, **write** the Office of International Investment, Bureau of International Commerce, code 874, U.S. Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity described below.

Conveyor system

• A German manufacturer is interested in granting a license to a U.S. firm to produce its flexible suction conveyor system in the United States. The company states that its conveyor system can be used for powdered or grain products in the chemical, plastic, dried and concentrated food industries, as well as in flour mills and granaries and that the system can be operated horizontally, or in any other required position because of the flexible base which is made of a plastic covered special metal. Other features cited are that the system can be erected and moved without the use of tools, requires little space, is easy to clean and maintain, and can be used for filling or emptying sacks, trucks, railcars, etc.

The complete conveyor consists of four parts: feeder attachment, hose, discharger and motor. When assembled, these parts form one complete unit. **File 1455.**

• A license is offered by a Swedish firm for the U.S. production of a truck and/or trailer cover frame and sliding device which permits covering and uncovering the load by one person in 30 seconds. Because of the interest created by this canopy, the Swedish firm has applied for patents in 20 countries including the United States.

Some features of this load cover claimed by the firm includes loading and unloading the vehicle normally without having to disassemble the device in any way; cover manufactured of high quality, wear resistant material; tubular steel superstructure easily removable; and releasable sides and end to permit the sides and tail boards to be let down so that loading and unloading can be carried out with the vehicle covered. The load cover can be produced for all types of trucks and trailers. **File 1456.**

• A license is offered by a Swiss inventor for the production in the United States of his animated music reading system for piano and other instruments and of a digital training apparatus for pianists.

The device for pianos, called a Metrophone, replaces the music score. An animated ruler moves from left to right and shows which note to play and for how long. The graduation on the ruler corresponds with the fingering chart placed behind the keyboard. The speed of the ruler can be regulated enabling the beginner to repeat at different speeds and thus gradually assimulate the technical difficulties and the rhythm of any musical piece.

With the digital training apparatus, called Prestidactyl, professional pianists can warm up their muscles in five minutes instead of two hours' exercise on the keyboard, according to the inventor. The instrument has been reportedly approved by professors teaching at music conservatoriums in French speaking Switzerland.

The first series of 1,000 Metrophone units will be manufactured by a Swiss firm in Sainte-Croix and is scheduled for release in October, 1966. **File 1457.**

• A South African chemistry professor offers to license his patented process for fattening beef cattle based on citrus waste products combined with certain chemicals.

According to the professor, his method of using extracts of citrus waste products combined with various other chemicals has yielded quite remarkable results in his country. He reports he has obtained from 60 to 100% additional weight gain in experimental groups as compared to control groups receiving standard rations. **File 1458.**

Textile dyeing machinery

• A German manufacturer of textile dyeing machinery and equipment is interested in granting a license to a U.S. manufacturer for the production of these machines.

This fully automatic system is based on a special punched card control system which, in principle, operates as follows:

A complete bleaching and dyeing process, including pre- and after-treatment is punched on a plastic card which is fed into the panel of a control mechanism. The card touches this mechanism and passes on the impulses to a group of switches. The plastic card has contact strips lengthwise and time divisions across its width. For occasions when it is uneconomic or unnecessary to punch a card, the fully automatic system can be operated by push buttons.

The firm claims that this system is the most advanced in the field of automated bleaching and dyeing machinery and has these advantages: minimum personnel requirement, virtually fault free processing, reduced overall processing time through avoiding frequent and often unavoidable 'empty running', increased production, exact reproduction of formulae and improved quality. The firm also claims that its products are in operation in textile factories in many overseas countries. **File 1459.**

• A U.S. licensee is sought by a Dutch pharmaceutical firm to produce in the United States an anti-rheumatism product called Reumedicon which has resulted from over 10 years of research and development. The product is reported to be recognized by the Dutch

medical profession and is sold by two large pharmaceutical companies in The Netherlands. **File 1099-R.**

New clutch

● Licensees in the United States are being sought for the production of a newly developed British mechanical and electro-magnetic clutch. The firm reports that after exhaustive research into all aspects of clutch production and application it has developed a greatly improved product which embodies refinements demanded by customers with long experience in the use of mechanical clutches in a wide variety of applications. The claimed refinements include finer adjustments to suit particular requirements of output, simple yet positive means of adjustment requiring no tools whatsoever, greater friction plate area allowing increased frequency of operation and giving longer life to these expendable parts, and increased mechanical efficiency resulting in greatly decreased operating loads.

The various component parts are simple, sturdy, and few in number. They are completely symmetrical, resulting in an assembly which is well balanced and clean in outline. The improved operating mechanism, due to the almost complete elimination of sliding friction, gives a smooth engaging action requiring comparatively light operating loads. In the same way, the durability factor of the mechanism is greatly increased.

These clutches, available as single or duplex models for wet or dry applications are, according to the British firm, currently being used by leading companies in the following manufacturing fields: machine tools, particularly center lathes, capstans, and automatics; earth-moving equipment; and special purposes machines. The clutches are designed for maximum starting load in horsepower as follows: dry plate type—from ½ to 330 h.p. at 100 to 1,500 r.p.m.; and wet plate type—from ½ to 195 h.p. at 100 to 1,500 r.p.m. The entire range of the clutch is fully tooled and tooling drawings are available. Variations of the present models, such as dog-clutches, are now in development stage and will be offered when the development is completed. **File 1350-R.**

● An Italian manufacturer seeks a U.S. licensee to produce its special type of interlocking plastic containers which are available in several sizes and may be assembled in a horizontal and/or vertical manner.

Devised for the storage of small items, the patented containers have a transparent drawer which can be subdivided into compartments and which is equipped with a handle. The handle is designed to allow a paper label to be inserted to describe the contents of each drawer. The rear of each container has several holes for fastening the containers to a wall. **File 1366-R.**

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-876, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $2 each from the U.S. Department of Commerce, Bureau of International Commerce (BIC-916), Rm. 6323, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing U.S. Department of Commerce, BIC-878, Rm. 1520, Washington, D.C. 20230.

FABRICATED STRUCTURAL METAL PRODUCTS

A French manufacturer of equipment and products for the building industry and fabricator of metallic sheets and tubes seeks a license or similar arrangement to produce steel and light alloy structures and machinery and equipment for concrete contractors.

The French company, established in 1947, operates a modern well equipped plant and has approximately 170 employees.

Write: Secatol, Route de Liguge; 86-Saint-Benoit, par Poitiers, Vienne, France. Attn: Mr. A. Gilles, General Manager. WTD.

Drug joint venture proposed by Nigerian

A Nigerian importer, wholesaler and retailer of pharmaceuticals seeks a joint venture with an experienced ethical U.S. pharmaceutical manufacturer for packaging, tableting and eventually producing pharmaceuticals. A U.S. participant is asked for an undisclosed financial contribution, plus technical assistance and management expertise. Such items as antimalarials, analgesics and antipyretics, sulphonamides and antibiotics would be included in the proposed enterprise.

Established in 1959, the Nigerian firm has grown rapidly and annual volume is reported to be approximately $125,000. The company claims to be the largest indigenous wholesale-retail pharmaceutical firm in Eastern Nigeria. The Nigerian Managing Director and principal stockholder holds degrees in biology and chemistry and in pharmacy and industrial pharmacy from U.S. universities. He gained U.S. manufacturing experience as assistant to the head of the Tablet Manufacturing Dept., and in research and development of two major U.S. manufacturers.

Write: Union Pharmaceutical Industries, Ltd., P.O. Box 325, Aba, Nigeria. Attn: G. O. Ejeagwu, Managing Director. WTD.

MILLING MACHINE EQUIPMENT

An Australian manufacturing and engineering firm, currently engaged in the production of mining equipment, seeks a license to manufacture cutting tools. These would cover specifically such milling machine equipment as milling machine spindle adapters, collet chucks, machine vises and boring heads.

The firm's equipment includes two Italian made center lathes with a capacity of 6 feet and a 15 horsepower No. 4 Universal milling machine. It plans on purchasing two turret lathes within the next year. The firm's experience in subcontract work has included cylindrical and surface grinding, heat treatment and plating, and ferrous and nonferrous foundry work.

The Australian firm's present premises consist of 1,000 square feet of rented space.

Write: Sutton Cameron & Co., Unit 2, 17 Dickson Ave., Artarmon, N.S.W., Australia. WTD.

U.S. know-how, machinery sought by Indian firm in potentiometers venture

An Indian manufacturer of radios, tape recorders, record changers and electronic components seeks a collaborative arrangement with an experienced U.S. firm to make carbon potentiometers and allied components.

Total estimated cost of the project is $1.3 million. A U.S. participant is asked for an investment of up to 40% in the proposed enterprise in the form of machinery and equipment and also for technical assistance, including the furnishing of skilled technicians. An initial flat sum payment would be made for such technical know-how plus a 2% royalty on all exports.

Plans call for establishing a plant at Coimbatore in Madras State with an annual capacity of 1.2 million units. Electricity, water power and transportation facilities are available at the site. Initially, the operation would require about 87 employees, of whom 12 would be skilled personnel.

Such special machinery as carbon track machines and complicated jigs and dies would be imported, but standard manufacturing equipment is available in India. In addition, graphite, bronze sheets and certain chemicals would also be imported.

The Indian firm expects to distribute 75% of its production on the domestic market and export the balance.

The company manufactures tape-recorders and components under an arrangement with a West German firm and has approximately 190 employees.

The Government of India has granted the Coimbatore firm a letter of intent to establish the facility.

Write: U.M.S. Radio Factory, Avanashi Rd., Coimbatore 18, India. Attn: Mr. G. D. Gopal. WTD.

Dutch firm wants licenses to make industrial items

The engineering and contracting affiliate of a large Dutch industrial group seeks licenses or similar arrangements with U.S. firms to manufacture equipment and furnish processes to the petroleum, petro-chemical, chemical and natural gas industries.

The Dutch company handles international operations and functions as the engineering contractor for the parent firm which, through its subsidiaries, is engaged in ship building and repair, dock operations and the construction of such floating equipment as drilling platforms.

Other members of the group design and produce pneumatic transport installations and equipment, gas pipe lines, stainless steel and aluminum tanks and refrigeration systems.

The Dutch firm would be more interested in a complete manufacturing and sales arrangement, rather than either function separately; it would, however, consider all types of collaborative arrangements. It now has licensing agreements with several U.S. concerns.

Write: Bronswerk—Fijenoord International, P.O. Box 44, Stationsplein, 2, Schiedam, The Netherlands. WTD.

Philippine planter seeks U.S. know-how and capital in chocolate making venture

A substantial sugar and cacao bean planter who is the Mayor of Bacolod City in the Province of Negros Occidental is interested in a joint venture to produce chocolate. A U.S. firm experienced in the manufacture of chocolate is asked to supply technical know-how and capital. Only a modestly sized operation is proposed.

Two new substantial candy plants are in the Bacolod area, one in operation and the other about ready to go into production.

Write: Mr. Romeo Guanzon, Mayor, Bacolod City Hall, Bacolod City, Negros Occidental, Philippines.

FOOD EQUIPMENT

A Johannesburg manufacturer of catering equipment, architectural metalwork and metal furniture seeks a license to produce and distribute food preparation, service, storage and merchandising equipment and is also interested in manufacturing such special purpose non-domestic appliances as soft ice cream dispensers used in grocery stores.

The South African company would pay royalty fees to the U.S. licensor based upon a percentage of sales.

The company claims there is an expanding domestic market for this type of equipment and export markets in surrounding countries could be developed.

The firm currently has manufacturing agreements with a U.S. firm and a British company.

Write: Reliance Foundries, P.O. Box 2241, Johannesburg, Transvaal, South Africa. WTD.

Panama shoe manufacturers propose tannery venture

Four of Panama's largest shoe manufacturers seek a joint venture with a U.S. company experienced in tannery operations to establish a tannery.

The cooperating firms estimate that an investment of $500,000 would be required to establish the enterprise. They are prepared to supply 50% or more of the necessary capital and ask that a U.S. participant supply additional capital, technical know-how and management expertise.

The four Panamanian firms expect to be the tannery's principal customers. They also estimate that 10 or 12 small and medium-sized shoe manufacturers would purchase materials from the tannery, once it was in operation.

The proposed tannery, utilizing raw materials available in Panama, is expected to yield an annual volume of $500,000 in its first year of operations. Plans call for expanding distribution throughout Panama and in neighboring countries in the next few years.

The Panamanian firms associated in the tannery project maintain well organized retail facilities in addition to their shoe manufacturing and wholesale operations. These firms are: Empresas Panamenas de Calzados, S.A.; Industria de Calzado Panama, S.A.; Fabrica de Calzado La Central, S.A.; Fabrica Nacional de Calzado, S.A.

U.S. firms interested in obtaining additional information about this proposal should **write:** Mr. Enrique Chung, P.O. Box 1015, Panama, Republic of Panama. WTD.

Ecuador's fruit studies offer investment chance

Four feasibility studies have been issued by Ecuador's Industrial Development Center (CENDES) which should be of interest to U.S. investors.

These studies cover the processing and marketing of bananas, plantains and their by-products and are titled "Elaboracion de Harina de Banano Verde", "Banano Deshidratado", "Pure de Banano Aseptico", and "Chifles de Platano". The studies were issued only in Spanish.

U.S. firms interested in obtaining copies of these studies should **write:** Centro de Desarrollo, Casilla Postal 2321, Quito, Ecuador. Attn: Mr. Germanico Espinosa Zambrano, Executive Director.

Mexican seeks licensing arrangement with U.S. firm on royalty basis

A Mexican company, established in 1956 and engaged in the manufacture of air-conditioning and heating equipment, wants to enter into a licensing arrangement on a royalty basis with a U.S. manufacturer of such equipment in order to expand its manufacturing program.

Plans are to make some parts locally, while other components would be imported for assembly in Mexico. The company, which also acts as importer and commission agent for air-conditioning and heating equipment, foresees a rising demand for Mexican made or assembled units because of increasingly stringent restrictions against the importation of finished units.

The firm has 62 employees, reports annual sales of approximately $300,000 and markets its products throughout Mexico.

Write: Industrias y Representaciones Gar-Vel, S.A., Cinco de Febrero No. 471, Col. Algarin, Mexico 8, D.F., Mexico. Attn: Mr. Felix Velez Garcia, General Manager. WTD.

CONSTRUCTION AND MINING EQUIPMENT

A Belgian manufacturer of excavators seeks a licensing or similar arrangement with a U.S. company to produce deep hole drilling equipment, multi-purpose excavators for trench and sewer digging and self propelled and tractor drawn scrapers, shovels and attachments.

Established in 1938, the Belgian firm operates a manufacturing facility at Courcelles, a small town about 40 miles from Brussels. The company has about 20 employees and is producing a new type of excavator under a license from a British firm.

Write: Societe Auxiliaire des Minerais, Mines et Metallurgie S.A., 22 Rue de la Loi, Brussels, Belgium. Attn: Mr. Leonce Oleffe. WTD.

Materials handling equipment venture asked by Indian firm

A joint venture to manufacture such hand operated materials handling equipment as industrial trucks and trolleys is sought by a Bombay firm which has imported this type of equipment. According to the Indian firm, investment for the project will approximate $800,000, and requests of a U.S. partner financial participation of about $85,000 and technical know-how to include a license to utilize patents and designs as well as an agreement to receive the benefits of continuing research.

The plant site at Udhna, about 150 miles from Bombay, has electric power, water, and transport and communication facilities. On the basis of a single eight-hour shift, annual production of 2,300 two- and four-wheeled hand trucks, 500 hand-operated lift trucks, 140 lift jacks, pallet trucks and stackers, and approximately 110,000 wheels and the same quantity of casters is contemplated.

Write: Gujarat Trading Syndicate, India House, 1st Floor, Fort St., Fort, Bombay 1, India. Attn: Mr. Shri Govidlal D. Modi. WTD.

Danish firm seeks licenses to manufacture machinery

The General Manager of the Fractor Division of G.A.L. Thorsen's Factories, Niels H. Moller, plans to visit the United States from Oct. 10 to Oct. 21 to discuss licensing arrangements with U.S. firms interested in licensing his company to manufacture the following machinery:

Centrifugal casting machines; packaging machines for industry; cutting and folding machines for paper and cardboard; fish fillet and fishmeal plants; machines for the production of coil-springs; granulating machines; bending and cutting machines for concrete-iron rods, etc.; high pressure oil pumps; and medium sized machinery related to the above mentioned products.

Mr. Moller will be visiting San Francisco Oct. 11-12, Chicago Oct. 14-16 and New York Oct. 18-20.

U.S. firms interested in holding discussions with Mr. Moller should contact the Department of Commerce Field Offices (for directory, see p. 37 in this issue) in the cities listed above to arrange appointments.

TEXTILE PRODUCTS

A French manufacturer of blue-jeans, cotton trousers and nylon shirts seeks a licensing arrangement with a U.S. firm to make blue-jeans.

Established in 1865, the French company has approximately 850 employees and 20 traveling salesmen. It reports annual sales of approximately $6 million.

Write: S. A. H. Roquette & Fils, 4 rue Parmentier, 59-Lille, France. WTD.

German firm seeks license to make appliances and various other equipment

A German manufacturer of machines and equipment for the building industry seeks to expand production through licensing arrangements with U.S. firms to make automotive accessories (such as plastic steering wheels, exhaust pipe parts and tool boxes), household appliances including washing machines and refrigerators, and such equipment for the agricultural field as tin and aluminum storage bins and chutes.

In addition, the German concern is interested in manufacturing loudspeakers and other radio and television equipment and such electrical equipment as hoods and wings for electric ventilators.

The firm's facilities include modern pressing and stamping machines, a varnish and plastic shop and galvanizing and welding departments.

The German company has approximately 415 employees and annual average sales of $4.5 million.

Write: Urban GmbH, 35 Industriestr., 562 Velbert, Germany. WTD.

Control of cement company in Ecuador available

Ecuador's National Development Bank is willing to relinquish control of the Cemento Chimborazo C.A. Company to a U.S. investor. The cement company is capitalized at about $2.6 million; the bank owns approximately 94% of the stock.

Conditions imposed by the Bank for disposal of its interest call for a cash payment of at least 25%, the balance to be paid within 10 years at 6% and with guaranties to the Bank's satisfaction.

The Cemento Chimborazo plant is located at Riobamba. Its machinery was supplied by the German firm MIAG for a daily production capacity of 150 metric tons. In 1965 the plant produced approximately 1,264,000 42.5 kilo-sacks of cement, all for the domestic market.

To obtain additional information concerning acquisition of the Bank's shares, firms should **write:** The National Development Bank, 10 de Agosto 360, Quito, Ecuador.

To secure available technical and financial reports of the cement company, **write:** Cemento Chimborazo C.A. Company, Estrada St. and Tarqui Ave., Quito, Ecuador. WTD.

World Trade Opportunities

Turkish warship 'Yavuz' scheduled for auction

The out-of-service warship "Yavuz" of the Turkish Navy is scheduled to be sold by auction on Oct. 31 under sealed envelope at the General Directorate of Public Properties, Ministry of Finance, Ankara, Turkey.

The vessel weighs 19,500 displacement tons. Its materials consist of armour plating, bronze, copper, zinc, lead, pig iron, steel and wood. Such provisions in favor of the bidder as a three-month term for the settlement of the sale price against security to be furnished by a well-known bank and custom duty exemption, whether for towing and dismantling the vessel for exportation or for its use within the country, are included in the particulars of sale.

The estimated price of the ship is 19,950,000 TL ($1.00 = 9 TL) whereas the estimated price of the ship was 25,199,170 TL at a previous auction.

Prior to the auction and upon application to the military headquarters in which district the vessel is located, the representative of the bidder bearing a certificate of his Embassy will be authorized to see and examine the said vessel.

Further information with regard to the procedure and also a list specifying the location of the vessel and details concerning its equipment, machines and outfitting, together with their estimated values, may be obtained by contacting the Board of Counselors for Economic Affairs, Turkish Embassy, 2523 Massachusetts Ave., NW., Washington, D.C. (telephone: 202-HUdson 3-5366). The particulars of sale are also available at the General Directorate of Public Properties, Ministry of Finance, Ankara, Turkey.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated September unless otherwise indicated.

Aircraft and Aeronautical Equipment—Importers and Dealers—Denmark, August.

Architects, Builders, Contractors, and Engineers—Republic of Panama, August.

Automotive Vehicles and Equipment—Importers and Dealers—New Zealand.

Beverages, Alcoholic—Importers and Dealers—Denmark.

Beverages, Alcoholic—Importers and Dealers—France.

Boat and Ship Builders, Repairers and Chandlers—Costa Rica.

Business Firms—Central African Republic.

Business Firms—Indonesia.

Confectionery—Importers, Dealers and Manufacturers—Japan.

Cooperage and Containers—Importers and Dealers—Bolivia.

Electronic Equipment for Home Entertainment, Phonograph Records and Pre-Recorded Magnetic Tapes—Importers, Dealers and Manufacturers—India, August.

Fertilizer—Importers, Dealers, Manufacturers and Exporters—United Kingdom.

Fruits and Nuts—Importers, Dealers and Exporters—Japan.

Photographic Supplies—Dealers and Photographers—Federal Republic of Germany and West Berlin.

Seeds and Bulbs—Importers, Dealers and Exporters—The Netherlands.

Tobacco and Tobacco Products—Importers, Dealers and Manufacturers—Philippines.

Ethiopia to purchase radio relay system

Ethiopia's Imperial Board of Telecommunications has issued tender No. 3/66 for the supply of solid state microwave radio relay equipment. Bid deadline is Oct. 24.

Bid should offer solid state multiplex 2000 MC radio relay equipment with automatic and standby and supervisory system; capacity up to 120 TF channels, transmitter and receiver, frequency range: 1700 Mc to 2300 Mc; antenna and feeder: parabolic antenna with dual polarization.

Copies of the tender announcement and specifications are available from the Imperial Board of Telecommunication of Ethiopia, P.O. Box 1047, Addis Ababa, Ethiopia, or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

India to buy transportable HF direction finder stations

The Directorate of Contracts & Purchases, Ministry of Defense, Baghdad, Iraq, has issued tender No. ING/SIGS/31/965, for three transportable long range H.F. direction finder stations. Bid deadline is Nov. 8.

Bid should offer three H.F. direction finder stations installed on 4-wheel trailers; frequency range 1 to 30 MC with a range greater than 100 miles, bearing accuracy better than ± 1°. Antenna system should be compact field Adcock or equivalent. Power source from local mains or field power unit is 110-250 v. 40-60 cycles. Bid should include 3-year supply of spares and maintenance test equipment.

Copies of the tender announcement and specifications are available from the Military Attache, Iraqi Embassy, 1801 P St., NW., Washington, D.C., or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Navigational electronic equipment sought by Turkey

Turkey's General Directorate of State Hydraulic Works, Machinery & Supply Dept., has issued tender No. 66-17L-93, for navigational electronic equipment.

Bid deadline is Oct. 17.

Bid should offer one echo-sounder, portable, for micro-wave echo ranging with a maximum sounding depth of 320 meters and a distance range of 6 km., complete with master station, relay, ship antenna, shore antenna, microphone, receiver, etc. Power requirement is for 12 or 24 volts (battery source). One set of spare tubes, 50 styluses and 250 reels chart paper should be provided.

Copies of the tender announcement and specifications are available from the DSI Genel Mudurlugu, Makine ve Ikmal Dairesi Baskanligi, Ankara, Turkey, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Iran extends bid deadline

The Iranian State Railways, Maydane Rah Ahan, Tehran, Iran, has extended the bid deadline from Oct. 16 to Nov. 26 for a supply of sleeper piercing drills. (INTERNATIONAL COMMERCE, Aug. 15, p. 23).

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-5551.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312

BUFFALO, N.Y., 14203, 304 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6181.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 308 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 348 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 920 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 3038 Federal Building, 300 South St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. Int'l-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P. R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

World Trade Opportunities Continued to page 51

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

AUSTRIA—Grain, feed grain, especially corn and feed barley. Hermann Oder Ges.m.b.H. (importer, wholesaler), Klammstrasse 1, A-4020 Linz/Donau, Prov. Upper Austria. WTD 9/20/65.

012 Fruit, tree nut, vegetable farms

BRAZIL—Fresh fruits. Direct purchase and agency. Importacao e Exportacao Vistalegre Ltda. (wholesaler, representative, agent), Avenida Brasil 12698, Pavilhao 1, Rua 11, Portao 103, lojas 40/42, Rio de Janeiro ZC-91, Estado da Guanabara. WTD 9/8/66.

019 Commercial farms

GERMANY—Cowtail hair, clean-washed, unsorted, mixed colors; cowtail hair bristles, double-drawn; combings of cattle or horse hair, mixed colors; large quantities. Quotations c.i.f. German seaport preferred. Carl Katz (importer, exporter, wholesaler), 12 Industriestrasse, 28 Bremen (POB 509). WTD 3/22/65.

091 Fisheries

PHILIPPINES—Tropical fish for aquariums. George C. Ang, General Manager; Interocean Plumbing & Electrical Supply (importer, wholesaler, retailer), 425 Juan Luna, Manila. WTD 2/16/66.

147 Chemical, fertilizer mineral mining

PHILIPPINES—Arsenic. Fernando Delgado, Jr., Republic Glass Corp. (manufacturer, exporter), Ermita Bldg., Arquiza corner Alhambra Sts., Box 3144, Manila. WTD 5/16/66.

201 Meat products

BRAZIL—Canned meats. Direct purchase and agency. Importacao e Exportacao Vistalegre Ltda. (wholesaler, representative, agent). Avenida Brasil 12698, Pavilhao 1, Rua 11, Portao 103, lojas 40/42, Rio de Janeiro ZC-91, Estado da Guanabara. WTD 9/8/66.

HONG KONG—Frozen whole chickens, ducks, in standard-packed cartons. Yuen Kee Hong (importer, exporter, wholesaler, manufacturer), P.O. Box 1208, Hong Kong. WTD in preparation.

NETHERLANDS—Frozen variety meat products, offals. Peter C. van Es (meat brokerage), 38 Beatrixlaan, Soest. WTD 8/22/66.

203 Canning, preserving foods

AUSTRALIA—Salmon caviar, in one, two, and three-oz. jars. Direct purchase and agency. Martin Brothers Importers Pty. Ltd. (importers, wholesalers). Post Office Box 23, Surry Hills, N.S.W. WTD 8/16/66.

BRAZIL—Dried fruits in general; canned fish and other sea foods; canned fruits and vegetables; jams, jellies; fruit juices; pickles, salad dressings, vegetable relish, sauces, seasonings. Direct purchase and agency. Importacao e Exportacao Vistalegre Ltda. (wholesaler, representative, agent), Avenida Brasil 12698, Pavilhao 1, Rua 11, Portao 103, lojas 40/42, Rio de Janeiro ZC-91, Estado da Guanabara. WTD 9/8/66.

COLOMBIA—Canned foods of all kinds, including sauces, tomato sauce and paste, meats. Requests price quotations c.i.f. San Andres Island. Julio Gallardo & Cia. Ltda. (importer, wholesaler and retailer), Apartado Aereo (Air Mail P.O. Box) 37, San Andres Island. WTD 8/4/66.

204 Grain mill products

GREECE—Soybean meal, meatmeal, alfalfameal. Requests quotations. Direct purchase and agency. Is. S. Hagouel (commission agent), 13 Aghiou Mina St., Thessaloniki. WTD 4/16/65.

205 Bakery products

ITALY—Crackers and other bakery products in medium to low price range. Direct purchase and agency. Soc. Eurobis, s.r.l. (general agent and importer), Via Montello 2, Crema. WTD 4/29/66.

207 Confectionery, related products

BRAZIL—Candied, glazed; crystallized fruits. Direct purchase and agency. Importacao e Exportacao Vistalegre Ltda. (wholesaler, representative, agent), Avenida Brasil 12698, Pavilhao 1, Rua 11, Portao 103, lojas 40/42, Rio

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

de Janeiro ZC-91, Estado da Guanabara. WTD 9/8/66.

GREECE—Chewing gum base. Requests price quotations. Kyritsis Bros. (chewing gum industry), 1 Platia Metaxa, Thessaloniki. WTD 8/23/66.

208 Beverage industries

COLOMBIA—Distilled, rectified and blended liquors; c.i.f. San Andres Island. Julio Gallardo & Cia. Ltda. (importer, wholesaler, retailer), Apartado Aereo (Air Mail P.O. Box) 37, San Andres Island. WTD 8/4/66.

220 Textile mill products

AUSTRIA—Fabrics for manufacture of dresses, suits, overcoats. Handels-Actien-Gesellschaft (importer, wholesaler), Leystrasse 86, A-1200 Vienna. WTD 8/18/66.

Upholstery fabrics; home decoration and drapery materials; household, table, and bed linen; fabrics for sun-shades, deck-chairs, and mattresses, of cotton, linen, or manmade fiber, gray or colored woven. Requests price quotations c.i.f. European port or f.o.b. Austrian border. Direct purchase and agency. "Telega" Ges.m.b.H. (importer, sales agent), Auerspergstrasse 18/I, A-4020 Linz. WTD 8/9/66.

Upholstery fabrics for automobiles and furniture, made from manmade fiber; heavy fabrics for sun shades, mattresses, and similar uses. Requests price quotations f.o.b. Vienna. Requests replies in German. Josef Pirmann OHG (importer, wholesaler, retailer), Laxenburgerstrasse 17, A-1100 Vienna. WTD 8/25/66.

224 Narrow fabrics, other smallwares mills

THAILAND—Fused edged acetate satin ribbon. Requests samples and c.i.f. prices. Sunray Trading Registered Ordinary Partnership (importer/commission agent), 283 Rajawongse Rd., Bangkok. WTD in preparation.

225 Knitting mills

AUSTRIA—Knitwear, both outer and undergarments, as well as hosiery for men, women, children, infants. Handels-Actien-Gesellschaft (importer, wholesaler), Leystrasse 86, A-1200 Vienna. WTD 8/18/66.

THAILAND—Men's and children's hose. Requests catalogs and c.i.f. price quotations. Siriphong Leeskul (commission agent), 187 Rajvithi Rd., P.O. Box 1533, Bangkok. WTD 6/28/65.

227 Floor covering mills

ENGLAND—All types of carpet and woven floor covering. Trends Warehouse (Furnishing Trends Ltd.) (wholesaler), 131 Middlesex St., Bishopsgate, London, E.1. WTD 9/13/66.

SOUTH AFRICA—Woven and tufted carpeting. Direct purchase and agency. Moshal Gevisser & Partners Ltd. (wholesaler), P.O. Box 1050, Johannesburg. WTD 8/31/66.

229 Textile goods

GREECE—Synthetic raw materials, in fibers, threads, wastes, for the textile industry. Ellayf S. A. (textile mill), 11 Vas. Heracliou St., Thessaloniki. WTD 8/18/66.

SWEDEN—Nylon cord fabrics for automobile, bicycle tires. AB Varnamo Gummifabrik (manufacturer), Varnamo. WTD 8/5/66.

230 Apparel

AUSTRIA—Sportswear of all kinds. Hauser & Co. (importer, wholesaler), Erzabt Klotzstrasse 12, A-5010 Salzburg, POB 87. WTD 8/8/66.

232 Men's, youth's, boys' furnishings, work clothing

AUSTRIA—Work garments for men (and women). Handels-Actien-Gesellschaft (importer, wholesaler), Leystrasse 86, A-1200 Vienna. WTD 8/18/66.

SWITZERLAND—Bathing suits, underwear, and shirts, (nylon, cotton). Direct purchase and agency. Kommerz AG (manufacturer), Seestrasse 247, 8038 Zurich. WTD 9/8/66.

233 Women's, misses', juniors' outerwear

AUSTRIA—Scarves, shawls. Expects terms allowing for payment up to 180 days after delivery. Direct purchase and agency. Ludwig Strausz & Sohn (importer, wholesaler), St. Veitgasse 24, A-1132 Vienna. WTD 8/9/66.

COLOMBIA—Women's, misses', juniors' blouses, skirts, bathing suits; c.i.f. San Andres Island. Julio Gallardo & Cia. Ltda. (importer, wholesaler and retailer), Apartado Aereo (Air mail P.O. Box) 37, San Andres Island. WTD 8/4/66.

SWITZERLAND—Bathing suits. Direct purchase and agency. Kommerz AG (manufacturer), Seestrasse 247, 8038 Zurich. WTD 9/8/66.

234 Women's, misses', children's, infants' undergarments

PHILIPPINES—Infants' and children's wear. Domingo Arcega (importer, wholesaler, retailer, manufacturer), Arcega's Department Store, 769 Aurora Blvd., Cubao, Quezon City. WTD 4/25/66.

SWITZERLAND—Underwear (nylon, cotton). Direct purchase and agency. Kommerz AG (manufacturer), Seestrasse 247, 8038 Zurich. WTD 9/8/66.

236 Girls', children's, infants' outerwear

AUSTRIA—Infants' garments of all kinds, including knitwear. Handels-Actien-Gesellschaft (importer, wholesaler), Leystrasse 86, A-1200 Vienna. WTD 8/18/66.

PHILIPPINES—Infants' and children's wear. Domingo Arcega (importer, wholesaler, retailer, manufacturer), Arcega's Department Store, 769 Aurora Blvd., Cubao, Quezon City. WTD 4/25/66.

239 Fabricated textile products

AUSTRIA—Curtains, draperies, and home decorating textiles of natural and manmade fibers; home furnishings such as bed and table cloth, Turkish towels, etc. Handels-Actien-Gesellschaft (importer, wholesaler), Leystrasse 86, A-1200 Vienna. WTD 8/18/66.

PHILIPPINES—Canvas for shoe uppers. Jacinto Tiu, General Manager, Paramount Vinyl Products Corp. (manufacturer, producer, exporter), 136 G. de Jesus St., Caloocan City, WTD 6/23/64 under revision.

SOUTH AFRICA—Sleeping bags; sleeping bag and mattress combinations; tents; camping and house trailer accessories. Union Army Stores (Pty) Ltd. (manufacturer, importer, wholesaler, retailer), P.O. Box 2806, Johannesburg. WTD 8/31/66.

240 Lumber, wood products

GERMANY—Cut lumber of North Carolina pine (redpine) 1 x 4", 5/4 x 3 and 4", kiln dried; redwood 1 x 4 and 2 x 4", kiln dried; oregon pine 7/4 x 4", 3 and 4 x 5 and 6" or wider 2 up to 2'. Requests price quotations c.i.f. Bremen. Requests replies in German. Fritz Sewerin, Holzimport und Holzhandlung (importer and wholesaler), Postfach 455 or 202 Berliner Strasse, 483 Guetersloh. WTD 9/6/66.

Cut lumber of Carolina pine, Oregon pine, pitch pine and redwood. Requests quotations c.i.f. Rotterdam; replies in German. Sperrholz-Koch, Inh. (importer, wholesaler), Dr. Hildegard Cohn-Koch, 32 Duelmener Strasse, 4420 Coesfeld. WTD 8/26/66.

241 Logging camps, logging contractors

DENMARK—Black walnut, Honduras mahogany, white ash, etc., in round logs. Direct purchase and agency. Dalhoff Larsen & Horneman (importer, exporter, wholesaler, agent, manufacturer), 4, Landgreven, Copenhagen K. WTD 7/11/66.

243 Millwork, veneer, plywood, prefabricated structural wood products

MALAWI—Plywood: suitable for tropics. Quote variety thicknesses; c.i.f. prices, Beira, in £ sterling. Samples or catalog as appropriate. Messrs. New Hardware Centre (Pvt) Ltd. (general hardware dealer, import, wholesale, retail), P.O. Box 543, Henderson St., Blantyre. WTD 4/29/66.

249 Wood products

HONDURAS—46 H posts of pine, treated with preservatives, 40 ft. long, class 4; 150 posts of pine, class 4, treated with preservatives, 40 ft. long; 150 cross pieces of Douglas fir, treated with preservatives, for single posts, 5" x 6" x 8'; 150 cross pieces of Douglas fir, treated with preservatives, for single posts, 5" x 6" x 6'; 46 cross pieces of Douglas fir, treated with preservatives, for H posts, 5" x 6" x 16'. Ref. ENEE-74/66. Sr. Abel Garcia Calix, Manager of Purchasing Dept., Empresa Nacional de Energia Electrica (ENEE) (electric power co.), Apartado 99, Tegucigalpa. WTD 6/17/66.

251 Household furniture

SOUTH AFRICA—House trailer furniture, accessories. Union Army Stores (Pty) Ltd. (manufacturer, importer, wholesaler, retailer), P.O. Box 2806, Johannesburg. WTD 8/31/66.

262 Paper mills

PAKISTAN—Kraft paper 29" x 44" grs 40; 36" x 34" grs 44; tissue paper, white and

colors, 20" x 30" 18/19 grs. Coronet Industrial Corp. (importing distributor, manufacturer), College Rd., Sialkot, West. WTD 8/15/66.

PHILIPPINES—Newsprint. Fernando Delgado, Jr., Republic Glass Corp. (manufacturer, exporter), Ermita Bldg., Arquiza corner Alhambra Sts., Box 3144, Manila. WTD 5/16/66.

264 Converted paper, paperboard products

AUSTRALIA—Stationery products. Catalogs and/or samples desired. Quotations c.i.f. Port Adelaide, South Australia. Direct purchase and agency. Goodes Williams Pty. Ltd. (importer, manufacturers' representative), Rooms 203-205, Richard Bldgs., 99 Currie St., Adelaide, South Australia. WTD 9/8/66.

266 Building paper, building board mills

PHILIPPINES—Building materials for ceiling, e.g., acoustical boards. Faustino P. Gutierrez, President, Gutson, Inc. (importer, wholesaler, retailer), 20 Florencia, Grace Park, Caloocan City; Box 1158, Manila. WTD in preparation.

273 Books

NIGERIA—Books, all kinds. University Bookshop Nigeria Ltd. (importer, retailer), University of Ibadan, Ibadan. WTD 8/12/66.

SOUTH AFRICA—Text books; college, elementary school, high school and related educational systems and programs. Direct purchase and agency. Essay Book Distributors (Pty) Ltd. (importer, manufacturer, retailer, wholesaler), P.O. Box 4993, Johannesburg. WTD 7/21/66.

275 Commercial printing

NIGERIA—Stationery, all kinds. University Bookshop Nigeria Ltd. (importer, retailer), University of Ibadan, Ibadan. WTD 8/12/66.

281 Industrial chemicals

AUSTRALIA—DDT, 75% water-dispersible powder meeting World Health Organization specifications for ground spraying. Direct purchase and agency. Boucher & Muir Pty. Ltd. (importer), 6-8 Mount St., North Sydney, N.S.W. WTD 8/23/66.

BRAZIL—Industrial organic, inorganic chemicals in bulk (not compounds). Direct purchase and agency. Sherman Produtos Quimicos Ltda. (wholesaler, representative), Avenida Princeza Izabel 323, 11° andar, sala 1109, Rio de Janeiro ZC-07, Estado da Guanabara. Caixa Postal 107, ZC-07, Rio de Janeiro. WTD 9/13/66.

● **BURMA**—Aviation anti-knock compound, blue, 300 drums; U.S. 55-gallon drums, each to contain approximately 770 lb. Tender No. CHEM/LT/10/11/POI-SR (66-67), bid deadline Oct. 15. The Procurement Manager, People's Oil Industry, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2067).

● Liquid ammonia in steel cylinder, 153 lb. capacity each, 3060 lb.; ammonium chloride (Salamoniac), 112 lb.; bleaching powder (tropical chloride of lime), 34-36% available chlorine, packed in 112 lb. net galvanized drums, 2,240 lb.; sodium hydroxide, solid, packed in 750 lb. net, mild steel drums, 45,000 lb.; sodium sulfate, 112 lb. per drum, 1,680 lb.; sodium aluminate, 448 lb. per drum, 4,480 lb. Bid deadline Oct. 15, tender No. CHEM/LT/6/11/POI/SR(66-67). Government of the Union of Burma Trade Council, Myanma Export Import Corp., Rangoon.★ (Telephone: 202-WO 7-3465).

GREECE—Industrial inorganic and organic chemicals in general and specifically polyvinyl acetate and chlorinated solvents; c.i.f. Piraeus. Direct purchase and agency. N. Themistocleous-A. Savas (importer, sales agent, manufacturer), 65 Piraeus St., Athens. WTD 8/17/66.

● **MALAYSIA**—Water treatment chemicals: aluminum sulphate in 112-lb. bags, approx. 6,190.35 tons; sodium aluminate in 140-lb. drums, 210.5 tons; copper sulphate in 112-lb. bags, 447.5 cwt; soda ash in 1-cwt bags, 44,953.0 cwt; sulphur dioxide gas in 16-cwt drums, 320.0 cwt; ammonium sulphate in 1-cwt bags, 2,564.0 cwt; anhydrous ammonia in 61-lb. or 153-lb. cylinders, 53,832.0 lb.; chloride of lime in 7-lb. tins, 222.0 tins; sodium bicarbonate in 2-cwt bags, 4,160.0 cwt; sodium silicate P.84 in 45-gal. drums, 507,800.0 kilos; chloride of lime in 1-cwt drums, 10,981.0 cwt; liquid chlorine in 69-lb. cylinders, 855,897.0 lb.; liquid chlorine in 153-lb. cylinders, 233,000.0 lb.; liquid chlorine in 16-cwt. drums, approx. 7,168.0 cwt. Delivery period Jan. 1, 1967 to June 6, 1968. Bid deadline Oct. 31. The Director of Public Works, P.W.D. Headquarters, Maxwell Rd., Kuala Lumpur. Tender documents and specifications available from the Office of the Chief Superintendent of Stores upon payment of M$10 per set. A deposit of M$10,000 as earnest money, either in the form of cash or an approved banker's guarantee in Malayan currency, must accompany each tender. (U.S. $1 = M$3.06).

NETHERLANDS—Petrochemical solvents in general; raw materials for paint and varnish industry; raw materials for chemical industries in general e.g. toluene, solvent naphtha, hexane, cyclohexane, acetone, acrylonitrile. Direct purchase or agency. U.S. Department of Commerce, Trade Opportunities Staff, Rm. 4203, BDSA-624, Washington, D.C. 20230. TO-8.

PAKISTAN—Diammonium hydrogen phosphate, ethylene glycol, butyl acetate, formaldehyde (disinfectant), hydrazine (hydrate), limanol, manganese acetate, methylene chloride, octanol (defoaming), preventol, sodium bisulphite, sodium polyphosphate, sizing agent, triethyl phosphate, catalyst, pyridine, caoutchoncine, titanium dioxide, sodium orthophosphate. Kohinoor Rayon Limited (manufacturer), 6 Egerton Rd., Lahore, West. WTD 8/3/66.

Organic and inorganic pigments. Pepito Roque, Actg. Plant Superintendent, Strachan & MacMurray, Ltd. (manufacturer), Santolan Rd., Pasig, Rizal; Box 768, Manila. WTD 5/6/66.

PHILIPPINES—Chlorinated paraffins. Pepito Roque, Actg. Plant Superintendent, Strachan & MacMurray, Ltd. (manufacturer), Santolan Rd., Pasig, Rizal; Box 768, Manila. WTD 5/6/66.

SWEDEN—Rubber makers' chemicals, all kinds. AB Varnamo Gummifabrik (manufacturer), Varnamo. WTD 8/5/66.

Chemo-technical products for building industry-novelties within lines of putty, glues, insulation materials, (against dampness) floor treatment products, concrete additives. Direct purchase and agency. Ingenjorsfirman Gustaf Bake (importer, exporter, wholesaler, manufacturer, sales agent), Hantverkarvagen 41, Handen. WTD 8/24/66.

● **U.A.R.**—Organic chemicals: Pressurized promor methyl, 25 cylinders; starter for cheddar cheese, different varieties, bottled in 100-200 grams, 15 bottles; starter for Roquefort cheese bottled in 100-200 gm., 15 bottles; penicillium for roquefort cheese, 3 kg.; junket in tablets, 2 boxes; sodium alginate, 10 kg.; diverssol, 500 kg.; pralilene oxide, 50 kg.; ethylene oxide, 50 kg.; methyl oxide, 50 kg. No bid deadline specified. Inquiries should be sent to the Egyptian General Desert Development Organization, 70 Elgomhouria St., Cairo, U.A.R.★ (Telephone: 202-WO 7-3394).

VIET-NAM—Full line of industrial chemicals including soda ash, sulfuric acid, caustic soda, nitric acid. Daly Trading Co., Ltd. (manufacturers' representative), 49 Pasteur, 3rd Floor, Rm. 309, Saigon, WTD 8/18/66.

282 Synthetic materials

AUSTRIA—High density polyethylene. Direct purchase and agency. Gebrueder Schoeller (importer, exporter, wholesaler, distributor, manufacturers' agent), Renngasse 1, A-1010 Vienna. WTD 2/24/66.

GERMANY—Raw materials for plastics industry. Petrochemica Handelsgesellschaft mbH (importer), 6 Frankfurt am Main, Reuterweg 47. WTD 9/1/66.

Liquid plastics including anti-rusting agents and paints for exterior coatings, industrial floors, ships, roof coatings, etc. Request price quotations c.i.f. Rotterdam. Direct purchase and agency. Maschinenteile-Vertriebs-GmbH. (importer, wholesaler, sales agent), 250-524 Lohstrasse, 415 Krefeld. WTD 4/27/66.

ITALY—Acrylic fiber, three denier, high bulk dull on tops first and second grade. Direct purchase and agency. Shamrope Trading Co. (importer, exporter, representative), Via Durini 27, Milan. WTD 4/15/66.

PHILIPPINES—Styrene acrylic copolymer. Pepito Roque, Actg. Plant Superintendent, Strachan & MacMurray, Ltd. (manufacturer), Santolan Rd., Pasig, Rizal; Box 768, Manila. WTD 5/6/66.

Phenolic powder. Pedro G. Tomas, President and General Manager, P.G. Tomas & Co., Inc. (importer, wholesaler, retailer, manufacturer, assembler), 1663 Claro M. Recto Ave., Box 1905, Manila. WTD 3/2/66.

Vinyl leather cloth for shoe uppers. Jacinto Tiu, General Manager, Paramount Vinyl Products Corp. (manufacturer, producer, exporter), 136 G. de Jesus St., Caloocan City. WTD in preparation.

SWEDEN—Epoxy resins; PVC resins for solution coatings; PVC polymers like polyvinylisobutylether. Tranemo Farg AB (manufacturer), Tranemo. WTD 9/8/66.

283 Drugs

BRAZIL—Medicinal chemicals; biological products; pharmaceutical preparations and specialties; veterinary products. Direct purchase and agency. Sherman Productos Quimicos Ltda. (wholesaler, representative), Avenida Princeza Izabel 323, 11° andar, sala 1109, Rio de Janeiro ZC-07, Estado da Guanabara Caixa Postal 107, ZC-07, Rio de Janeiro. WTD 9/13/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

PHILIPPINES—Polishing rouge; glass polishing plaster. Fernando Delgado, Jr., Republic Glass Corp. (manufacturer, exporter), Ermita Bldg., Arquiza corner Alhambra Sts., Box 3144, Manila. WTD 5/16/66.

SWEDEN—Concentrated cleaning compounds for all kinds of surfaces. Direct purchase and

agency. Forenda Stad i Malmo AB (cleaning, maintenance service), Fredriksbergsgatan 16, Malmo O. WTD 9/7/66.

SWITZERLAND—Theatrical make-up. Direct purchase and agency. Drogerie P. Schniter (importer, retailer), Theaterstrasse 4-6, 8001 Zurich. 9/8/66.

285 Paints, varnishes, lacquers, enamels

SWITZERLAND—Paints, especially for swimming pool care. Direct purchase and agency. Drogerie P. Schniter (importer, retailer), Theaterstrasse 4-6, 8001 Zurich. WTD 9/8/66.

286 Gum, wood chemicals

PHILIPPINES—Tanning materials. Ernesto Saldana, General Manager, Domingo Saldana, Inc. (manufacturer, exporter), 34 Mauban, Quezon City. WTD 2/21/66.

287 Agricultural chemicals

BELGIUM—Nitrate and ammonia sulphate fertilizers; fertilizers containing nitrogen, soluble phosphoric acids and potash. Beauduin et Industrie Agricole S.A. (importer, manufacturer, wholesaler, retailer), Waremme. WTD 8/26/66.

Anhydrous ammonia, ammonium nitrate, barett liquor. Beauduin et Industrie Agricole S.A. (importer, manufacturer, wholesaler, retailer), Waremme. WTD 8/26/66.

GERMANY—Herbicides, agricultural pesticides. Petrochemical Handelsgesellschaft mbH (importer), 6 Frankfurt am Main, Reuterweg 47. WTD 9/1/66.

● **GREECE**—Maneb, 80% W.P., 800 metric tons, tender No. 8484/2986, bid deadline Nov. 24. National Tobacco Board (EOK), 9 Amerikis St., Athens.★ (Telephone: 202-WO 7-3910).

● Zineb, 72% W.P., 760 metric tons. Tender No. 8468/2974, bid deadline Nov. 21. National Tobacco Board, 9 Amerikis St., Athens.★ (Telephone: 202-WO 7-3910).

289 Chemical products

● **EL SALVADOR**—Mimeograph paste, 2,000 tubes. Tender No. 110-66, bid deadline Oct. 10. For information contact: Depto. de Compras, Seccion de Concursos de la Proveeduria General de la Republica, San Salvador.★ (Telephone: 202-WO 7-3512).

GERMANY—Water treatment chemicals and compounds. Chemie- und Filter G.m.b.H. (importer, exporter, manufacturer), 69 Heidelberg-Kirchheim, Albert-Fritz-Strasse 27. WTD 9/2/66.

All kinds of chemicals used in the galvanizing industry, industrial chemicals, requisites for galvanization; c.i.f. European ports. Herbert Schmidt, Spezialfabrik fuer Galvanotechnik (manufacturer, agent, importer), 18-26 Schorberger Str., 565 Solingen- Ohligs. WTD 8/19/66.

HONDURAS—Crude sulphur in rock form, required at the rate of 35,000 lb. to 40,000 lb. per month, to be shipped in sacks of 100 lb. each, commencing Jan. 1, 1967. Allen M. Koleff, Manager, Almidones De Centroamerica, S. A. DE C. V. (manufacturer), Apartado Postal 234, San Pedro Sula, Honduras, C. A. WTD in preparation.

PHILIPPINES—Explosives. Direct purchase or agency. Ilocos Mining & Smelting Co. Inc. (exporter, mining, smelting), 606 Alliance Bldg., 410 Rosario, Manila. WTD 9/28/65.

SWITZERLAND—Anti-rust compounds, glues, and other chemical-technical products for swimming pool care. Direct purchase and agency. Drogerie P. Schniter (importer, retailer), Theaterstrasse 4-6, 8001 Zurich. WTD 9/8/66.

291 Petroleum refining

● **BURMA**—Synthetic wax flake Hoechst in 56 lb. bags, totaling 519 bags, for manufacture of floor, car, and shoe polish; 18 bags Chrnauba; 6 bags crude Montan. Tender No. CHEM/LT/11/11/POI-SR (66-67), bid deadline Oct. 15. Procurement Manager, People's Oil Industry, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-3512).

● **GREECE**—Lubricating oils and greases, 1032 metric tons. Estimated value $280,000. Tender No. B/693/1966, bid deadline Oct. 5. Ministry of Commerce, State Purchases Directorate 2nd, 50 Socratous St., Athens.★ (Telephone: 202-WO 7-2355).

299 Products of petroleum, coal

PHILIPPINES—Coking coal. Direct purchase or agency. Ilocos Mining & Smelting Co., Inc. (exporter, mining, smelting), 606 Alliance Bldg., 410 Rosario, Manila. WTD 9/28/65.

306 Fabricated rubber products

● **BURMA**—Cushion rubber, door stops, window strips and hose. Tender No. 243/(T)/TTS.BR/(M)/65-66, bid deadline Oct. 26. The Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.

307 Plastic products

AUSTRIA—Valves for ventilating equipment, made of plastic material, 100 to 125 millimeters of diameter. Kunststoffwerk Karl Egger (manufacturer, wholesaler, agent), 97 a Semmelweisstrasse, A-4044 Linz-Urfahr. WTD 9/1/66.

GERMANY—Plastic tubs, oval shape, up to a length of 85 cm (abt. 34″); buckets or pails of 5 and 10 litres capacity (abt. 10.5 and 21 pints, respectively), plain colors not ornamented. Only prices c.i.f. German seaport can be considered; prices in DM and catalogs in German (or with inserts in German explaining product designations and quality descriptions) preferred. Replies requested in German. Porzellan-Maass (importer, exporter, wholesaler), 3-5 Georg-Wulf-Strasse, 28 Bremen-Neustadt. WTD 3/16/65.

HONG KONG—Fluted plastic transparent tumblers, 2¾″ diam. x 3⅞″ high; catalogs, c&f Hong Kong prices, and samples requested. Swire and Maclaine, Ltd. (importer, exporter, wholesaler), P.O. Box 579, Hong Kong. Cable: PROSWIRE. WTD 7/23/65.

311 Leather tanning, finishing

PHILIPPINES—Leather for shoe uppers. Jacinto Tiu, General Manager, Paramount Vinyl Products Corp. (manufacturer, producer, exporter), 136 G. de Jesus St., Caloocan City. WTD under revision.

322 Glass, glassware

HONDURAS—450 line post insulators; 414 suspension insulators. Ref. ENEE-74/66. Sr. Abel Garcia Calix, Manager of Purchasing Dept., Empresa Nacional de Energia Electrica (ENEE) (electric power co.) Apartado 99, Tegucigalpa. WTD 6/17/66.

MALAWI—Household glassware. Quote c.i.f. Beira, £ sterling. Requests catalogs. Messrs. New Hardware Centre (Pvt) Ltd. (general hardware dealer, import, wholesale, retail), P.O. Box 543, Henderson St., Blantyre. WTD 4/29/66.

325 Structural clay products

PHILIPPINES—Refractories. Fernando Delgado Jr., Asst. to General Mgr., Republic Glass Corp. (manufacturer, exporter), Ermita Bldg., Arquiza corner Alhambra Sts., Box 3144, Manila. WTD 5/16/66.

326 Pottery, related products

GERMANY—Earthenware dishes and bowls, latter of 25 to 30 cm (abt. 10-11″) diameter, for household use. Only prices c.i.f. German seaport can be considered; prices in DM and catalogs in German (or with inserts in German explaining product designations and quality descriptions) preferred. Requests replies in German. Porzellan-Maass (importer, exporter, wholesaler), 3-5 Georg-Wulf-Strasse, 28 Bremen-Neustadt. WTD 3/16/65.

MALAWI—Household crockery, kitchenware. Quote c.i.f. Beira, £ sterling. Catalogs requested. Messrs. New Hardware Centre (Pvt) Ltd. (general hardware dealer, import, wholesale, retail), P.O. Box 543, Henderson St., Blantyre. WTD 4/29/66.

329 Abrasive, asbestos, nonmetallic mineral products

PAKISTAN—Grinding wheels, stone; emery powder, emery salts, lustre; polishing compositions for cleaning and polishing stainless steel surgical instruments. Coronet Industrial Corp. (importing distributor, manufacturer), College Rd., Sialkot, West. WTD 8/15/66.

PHILIPPINES—Flooring materials including asbestos vinyl tiles. Faustino P. Gutierrez, President, Gutson, Inc. (importer, wholesaler, retailer), 20 Florencia, Grace Park, Caloocan City; Box 1158, Manila. WTD in preparation.

Asbestos cement and mill board discs. Fernando Delgado, Jr., Republic Glass Corp. (manufacturer, exporter), Ermita Bldg., Arquiza corner Alhambra Sts., Box 3144, Manila. WTD 5/16/66.

331 Steel mill products

● **BURMA**—Galvanized welded wire mesh in 8′ by 12′ sheets with mesh spacing ranging from 1″ square to 3″ square and wire thickness from 8 to 13 S.W.G. Tender totals 25,800 sheets of which 20,000 sheets are 8 S.W.G. with 2″ square mesh spacing. Tender No. 117/CONST/PWC/66-67; bid deadline Oct. 22. Director of Engineers, Public Works Corp., 60 Shwedagon Pagoda Rd., Dagon P.O., Rangoon.★ (Telephone: 202-WO 7-2363).

● 100 tons of track spikes for use without bearing plates. Tender No. 265(T)/TTS-BR/65-66; bid deadline Nov. 9. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.

331 Steel Mill products

GREECE—Steel sheets for enameling; c.i.f. Piraeus. Direct purchase and agency. N. Themistocleous—A. Savas (importer, sales agent, manufacturer), 65 Piraeus St., Athens. WTD 8/17/66.

ITALY—Semi-finished steel products, structural steel, bars, sheets, etc. Celestri & C., S.p.A. (dealer), Corso Porta Romana 89, Milan. WTD 5/17/66.

MALAWI—Steel nails, one-inch to four-inch

sizes. Quote c.i.f. Beira, £ sterling. Samples requested. Messrs. New Hardware Centre (Pvt) Ltd. (general hardware dealers, import, wholesale, retail), P.O. Box 543, Henderson St., Blantyre. WTD 4/29/66.

PAKISTAN—Stainless steel sheet and bars AISI 410, carbon 10 to 18%, and chrome 15%; AISI 420, carbon 15 to 40%, and chrome 15% AISI 304 carbon 18, chrome, 8, with finish BB size 8′ x 3′, 8 x 4′, gauge 16 to 24 swg for use in manufacture of stainless steel surgical instruments. Coronet Industrial Corp. (importing distributor, manufacturer), College Rd., Sialkot, West. WTD 8/15/66.

PHILIPPINES—Cold-rolled steel sheets. Pedro G. Tomas, President and General Manager, P. G. Tomas & Co., Inc. (importer, wholesaler, retailer, manufacturer, assembler), 1663 Claro M. Recto Ave., Box 1905, Manila. WTD 3/2/66.

VIET-NAM—Full line of steel mill products, including tinplate, misprints, tinplate waste waste, steel sheets, galvanized steel sheets, hot and cold rolled sheets, stainless steel sheets; requests full details, catalogs, prices, terms. Daly Trading Co., Ltd. (manufacturers' representative), 49 Pasteur, 3rd Floor, Rm. 309, Saigon. WTD 8/18/66.

332 Iron, steel foundries

● **SUDAN**—Supply cast iron water pipes, 480 ft.-10″ dia. coated flange pipe drilled with bolt holes, in standard lengths complete with coupling attachments; 2-10″ dia. coated flange tee pieces; 2-10″ dia. coated right angle flange. Contract No. 3579, deadline 12 noon, Oct. 25. Quote prices on both f.o.b. and c.i.f. Port Sudan bases; tenders must be valid for two months after closing date. Tenderers are requested to submit bids in duplicate accompanied by a not less than 2% deposit in sealed envelope and with tenderers own stamp impressed in red wax and marked "Tender for Supply of Iron Water Pipes 10″ Dia." Mail to Sudan Govt. Purchasing Agent, 3-5 Cleveland Row, St. James's, London, S.W.1. Any tender received after date and time fixed or unaccompanied by a deposit will not be considered, nor any tender received unsealed and unstamped.

333 Primary smelting, refining of nonferrous metals

● **INDIA**—95 metric tons of SHG zinc ingot —99.9%; 60 m.t. of zinc ingot—98.5%; 40 m.t. of zinc ingot—99.983%; 30 m.t. of lead ingot—99.9%; 20 m.t. of tin ingot—99.9%. Tender No. PUR/NF/3 (1092), bid deadline 11 a.m. (IST) Oct. 18. Senior Purchase Officer, Heavy Electricals, Ltd. Post Box No. 46, Bhopal, India. Documents available upon payment of $3.50, in advance, from India Supply Mission (Ref. No. D/ENQ/2110), 2536 Massachusetts Ave., NW. Washington, D.C. 20008.

335 Rolling, drawing, extruding of nonferrous metals

BRAZIL—Copper pipes ASTM B-99 L type and connections, sizes ¾″, 1″, 1¼″, and 1½″; plastic insulated electric cables V-VDE 0250 and 0283 types NYA and NYAF DIN 47702, 7 threads sizes 5.26 mm², 8.37 mm², 13.30 mm², and 21.15 mm²; 19 threads sizes 33.63 mm², 53.46 mm², 67.44 mm², 85.04 mm², 107.20 mm², and 126.70 mm²; 37 threads sizes 253.40 mm², and 506.70 mm²; electric wires 10 KV—VDE 0271 type NYFG by 19 threads 13.30 mm². Quote prices c.i.f. Assuncion, Paraguay. Ribeiro Franco S. A. Engenharia e Construcoes (builders, contractors, engineers), Alameda Joaquim Eugineo de Lima 712, Sao Paulo. WTD in preparation.

JAMAICA—Commercial freecutting extruded brass sections outside standard sizes and shapes to be used in the manufacture of hairdressing equipment; section to measure 1½″ high and 7/16″ at widest part, tapering to 1/32″. N. G. Rochester Trading Co. Ltd. (manufacturer), P.O. Box 117, Kingston 5. WTD 8/31/66.

336 Nonferrous foundries

AUSTRIA—Household and kitchen utensils. Direct purchase and agency. Hugo Hinze "Zur goldenen Kugel" K.G. (importer, wholesaler, retailer, manufacturers' representative), Wiedner, Hauptstrasse 42, A-1041 Vienna. WTD 9/1/66.

342 Cutlery, hand tools, general hardware

AUSTRIA—Cutlery, household, garden tools, kitchen and camping hardware. Direct purchase and agency. Hugo Hinze "Zur goldenen Kugel" K.G. (importer, wholesaler, retailer, manufacturers' representative), Wiedner Hauptstrasse 42, A-1041 Vienna. WTD 9/1/66.

COLOMBIA—Carpenters' and shelf hardware, light hardware; c.i.f. San Andres Island. Julio Gallardo & Cia. Ltda. (importer, wholesaler and retailer), Apartado Aereo (Air mail P.O. Box) 37, San Andres Island. WTD 8/4/66.

MALAWI—Hand tools for general carpentry, cutlery for households. Quote c.i.f. prices Beira, £ sterling. Requests samples or illustrated catalogs. Messrs. New Hardware Centre (Pvt) Ltd. (general hardware dealers, import, wholesale, retail), P.O. Box 543, Henderson St., Blantyre. WTD 4/29/66.

NETHERLANDS—Specialized handtools for metalworking industry. N.V. Hismoco (importer, wholesaler), Burg. Patijnlaan 19, The Hague. WTD 7/13/66.

PAKISTAN—Handtools, hacksaw blades 12″ to ½″; scalpel blades with handles; for use in manufacture of stainless steel surgical instruments. Coronet Industrial Corp. (importing distributor, manufacturer), College Rd., Sialkot, West. WTD 8/15/66.

PHILIPPINES—Builders' hardware including castors, door locks and lockets; and drapery hardware. Faustino P. Gutierrez, President, Gutson, Inc. (importer, wholesaler, retailer), 20 Florencia, Grace Park, Caloocan City; Box 1158, Manila. WTD in preparation.

Marine hardware. Direct purchase and agency. Ventura O. Ducut, Steel Fabrication Division, Engineering Equipment, Inc. (steel fabricator, indentor), 991 L. Segura St., Mandaluyong, Rizal; Box 1386, Manila. WTD 12/14/65.

VIET-NAM—Wide range of hardware including twist drill, double end spanner sets, hexagonal ring spanner loose, adjustable wrenches, pipe wrenches, pliers, combination cutting pliers. Daly Trading Co., Ltd. (manufacturers' representative), 49 Pasteur, 3rd Floor, Rm. 309, Saigon. WTD 8/18/66.

343 Heating apparatus, plumbing fixtures

AUSTRIA—Chromium-plated fixtures for bathrooms and kitchens. Kunststoffwerk Karl Egger (manufacturer, wholesaler, agent), 97 a Semmelweisstrasse, A-4044 Linz-Urfahr. WTD 9/1/66.

PHILIPPINES—Plumbing fittings and supplies. George C. Ang, General Manager, Interocean Plumbing & Electrical Supply (importer, wholesaler, retailer), 425 Juan Luna, Manila. WTD 2/16/66.

344 Fabricated structural metal products

AUSTRALIA—Locks and handles suitable for installation on aluminum sliding patio doors and sliding insert screen panels. Requires well designed handle suitable for outside application and compatible with slim lines obviously required for this type of installation. Mr. Sashegyi, Jason Industries (manufacturer), Welshpool Rd., P.O. Box 3, Bentley, W.A. WTD in preparation.

● **BURMA**—Supply 8 towers and accessories for construction of 66 KV line, crossing Irrawaddy River at Sinde-Thayet. Towers include following types: 2-type A1; 1-A2; 1-A3; 2-D1; 1-D2; 1-D3. Accessories include 27 sets each of suspension and tension strings complete with all fittings; suspension clamps and tension clamps. Seven lengths of copper covered steel conductor and one lot each of stock bridge dampers, come along clamps, lightning rods, tinned annealed copper stranded conductors and tinned copper terminals. Tender No. 663(T)EL(ESB)/65-66, bid deadline Nov. 30. (INTERNATIONAL COMMERCE, Sept. 26, p. 25). Specifications available upon payment of U.S. $11 (certified check) through the American Embassy, Rangoon. Interested firms can examine only additional detailed specifications and drawings on this tender in the U.S. Department of Commerce, Building Materials and Construction Industries Division, Rm. 4014, Washington, D.C. Mail bids to Controller of Stores, Electricity Supply Board, Ahlone/Strand Rd., Rangoon.

● **JAPAN**—Design, manufacture and install spillway gates, operating bridges and intake gates for the Nagano Power Station. Bid A: three steel taintor gates, each 11.50 meter span, 8.55 meter heighth, 8.55 meter water head. Bid B: three sets operating bridges, each having two floor system simple plate girders; total span per set 11.50 meters, 7.00 meter width. Bid C: two inclined type steel fixed wheel gates, each 5.60 meter span. 6.83 meter heighth, 47.00 meter water head. Specifications for all three bids in one bound volume. Tenders, Invitation No. KUZURYU-15A, Band C; bid deadline Nov. 10. Electric Power Development Co., Ltd., 1-1 Marunouchi, Chiyoda-ku, Tokyo.★ (Telephone: 202-WO 7-4241).

345 Screw machine products

● **BURMA**—Supply of drum manufacturing materials, including 400,000 each of bungs, flanges and washers. Tender No. 2(T)IRM/POI/S(66-67), bid deadline Oct. 15. The Procurement Manager, People's Oil Industry, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5589).

● Various types and sizes of bolts and nuts. Tender No. 2131(T)CONST/POI-SR(66-67), bid deadline Oct. 15. The Procurement Manager, People's Oil Industry, P.O. Box 1049, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5589).

NETHERLANDS—Special industrial fasteners for apparatus and instruments. N.V. His-

moco (importer, wholesaler), Burg. Patijnlaan 19, The Hague. WTD 7/13/66.

PAKISTAN—Machine screws for use in stainless steel surgical instruments manufacture. Coronet Industrial Corp. (importing distributor, manufacturer), College Rd., Sialkot, West. WTD 8/15/66.

346 Metal stampings

AUSTRIA—Household and kitchen utensils. Direct purchase and agency. Hugo Hinze "Zur goldenen Kugel" K.G. (importer, wholesaler, retailer, manufacturers' representative), Wiedner Hauptstrasse 42, A-1041 Vienna. WTD 9/1/66.

● **EL SALVADOR**—Supply of 23,500 license plates. Tender No. 111-66, bid deadline Oct. 10. Correspondence preferred in Spanish. Tender documents available from Dpto. de Compras, Seccion de Concursos de la Proveeduria General de la Republica, Avenida Espana 613, San Salvador, El Salvador.

GERMANY—Cooking pots; water kettles, of steel or aluminum, for kitchen use. Prices c.i.f. German seaports. Prices in DM and catalogs in German (or with inserts in German explaining product designations and quality descriptions) preferred. Requests replies in German. Porzellan-Maass (importer, exporter, wholesaler), 3-5 Georg-Wulf-Strasse, 28 Bremen-Neustadt. WTD in preparation.

349 Fabricated metal products

PHILIPPINES—Sprinkler and overhead irrigation systems. Direct purchase and agency. Modesto N. Cervantes, Vice President, Bormaheco, Inc. (importer, wholesaler, retailer, exporter, manufacturer), 245 Buendia Ave., Makati, Rizal; Box 1777, Manila. WTD 2/13/65.

SWEDEN—Joints for dismountable structures as well as for round tubes and square tubes. Direct purchase and agency. Nator Metallindustri (importer, retailer, wholesaler, manufacturer, sales agent), Drottningholmsvagen 312, Bromma. WTD 8/25/66.

High pressure oxygen valves (O_2). Shipping containers for liquid nitrogen. Nordiska Syrgasverken AB (manufacturer), Polstjarnegatan 12, Goteborg H. WTD 9/6/66.

351 Engines, turbines

● **CYPRUS**—Supply, install and operate for 12 months oil-fired 30,000 kw. steam generator plant near Limassol, Cyprus. Contract 1630/10 for 310,000 lb.-per-hour steam plant with all accessories. Contract 1630/11 for 30,000 kw, 50 cycle steam turbine generator plant and all auxiliary equipment. Bid deadline Jan. 17, 1967. Specifications and bid documents in sets of four, available after Oct. 17. by prepayment of $56 per contract from the General Manager & Chief Engineer, The Electricity Authority of Cyprus, P.O. Box 1466, Nicosia; or Preece, Cardew & Rider, 8, 10 and 12 Queen Anne's Gate, London, S.W. 1., England.

GREECE—Diesel engines (marine and industrial). Direct purchase and agency. Pan. Psonopoulos & Son (importer, commission agents), 3 Vernardaki St., Thessaloniki. WTD 7/29/66.

● **IRELAND**—Supply and install two (alternate bid for single unit will be entertained) gas turbine generators sets and auxiliaries for Pigeon House "B" Generating Station, Dublin; 3 phase, 50 cycle, 10,500 volt, 3,000 r.p.m. Tender No. B/D73/55/G, bid deadline Dec. 2. The Secretary, Electricity Supply Board, 27 Lower Fitzwilliam St., Dublin 2.★ (Telephone: 202-WO 7-4241).

NETHERLANDS—Moving parts for internal combustion engines for automobiles, tractors, etc. Nova Nederland N.V. (importer, wholesaler), 17 Huygenspark, The Hague. WTD 11/29/65.

PHILIPPINES—Marine diesel engine spare parts. L. H. Winternitz, Vice President, Luzon Stevedoring Corp. (manufacturer, exporter, brokerage), Tacoma corner Second St., Port Area, Box 582, Manila. WTD in preparation.

Marine engines and accessories. Direct purchase and agency. Col. Ricardo Nieva, Proprietor-General Manager, Eastern Yacht, Boat Builder & Merchandising (importer, wholesaler, retailer, indentor, manufacturer, assembler), Bagong Ilog, Pasig, Rizal. WTD 11/3/65.

VIET-NAM—Diesel and gasoline engines from 5 to 100 hp.; electric motors from ¼ hp. to 5 hp. Daly Trading Co., Ltd. (manufacturers' representative), 49 Pasteur, 3rd Floor, Rm. 309, Saigon. WTD 8/18/66.

352 Farm machinery

YUGOSLAVIA—Machines for planting, harvesting, and chopping corn for silage. Agrotehnika, Export-Import (importer), Titova 38, Ljubljana. WTD in preparation.

353 Construction, mining, materials handling machinery

AUSTRALIA—Concrete formwork equipment, accessories. Direct purchase and agency. Roberts Engineering Co. Pty. Ltd. (manufacturing engineers), 25 Raymond Ave., Matraville, N.S.W. WTD 8/18/66.

BELGIUM—Second-hand or rebuilt earth moving equipment, i.e., crawler mounted or wheel-type tractor, shovel loaders, multi-purpose powered excavators. Direct purchase and agency. Locamat (agent), 282 Rue du Noyer, Brussels. WTD 8/24/66.

GERMANY—Explosion-proof electric hoists with electric traveling crane trolley (or traveling crab). Direct purchase and agency. H. Wenzlaff Vertriebs-KG. (importer, exporter, wholesaler, manufacturer), P.O. Box 280, 282 Bremen-Lesum. WTD 2/17/66.

● **IRAQ**—Two mobile mounted cranes equipped with cantilever jib, height of lift 15 meters, lift capacity 3 tons. Tender No. 28-66 48/N/66, bid deadline Oct. 10. National Electricity Administration, Ministry of Industry, Baghdad. Terms and specifications may be obtained from issuing authority on payment of $2.80 each set plus $.50 airmail charges.

NETHERLANDS—Earthmoving and road construction machinery. Exclusive representation requested. Klockner-Bamaco N.V. (importer, wholesaler), Dorresteinweg 58 A, Soest. WTD 8/17/66.

PHILIPPINES—Rock drills; shovel loaders; crushers with classifiers; 10-ton diesel dump trucks. Direct purchase or agency. Ilocos Mining & Smelting Co., Inc. (exporter, mining, smelting), 606 Alliance Bldg., 410 Rosario, Manila. WTD 9/28/65.

Forklifts, towmotors, mobil-cranes, etc. L. H. Winternitz, Vice President, Luzon Stevedoring Corp. (manufacturer, exporter, brokerage), Tacoma corner Second St., Port Area, Box 582, Manila. WTD in preparation.

THAILAND—Soil compaction equipment, various models. Requests catalogs and f.o.b. or c.i.f. price lists. Direct purchase and agency. Italthai Industrial Co. Ltd. (importer, wholesaler), 2149 New Petchburi Rd., P.O. Box 342, Bangkok. WTD 3/2/66.

Motor graders for road construction and earth clearance. Requests catalogs and f.o.b. or c.i.f. price lists. Direct purchase and agency. Italthai Industrial Co. Ltd. (importer, wholesaler), 2149 New Petchburi Rd., P.O. Box 342, Bangkok. WTD 3/2/66.

Mining equipment to operate tin and iron mines. Requests illustrative brochures and price list. Eastern Mining Development Co., Ltd. (mining), 87 Mansion 10, Rajdamnern Ave., Bangkok. WTD 8/22/66.

YUGOSLAVIA—Bids sought for equipment and related technical data for the following projects at Bor Copper Mine: converter slag crushing department, normal track transport of slag from fire furnace holding furnaces, tower system ventilator station, anode mud processing department with laboratory, and department for decoppering electrolite and electrolitic copper refining. Mr. Svetozar Dragicevic, Rudnap Export-Import (importers), Ul. Vuka Karadjica 6, Belgrade. WTD in preparation.

354 Metalworking machinery

ENGLAND—Pipe cutting equipment, cold and oxygen-gas, 2″ dia. up to 30″. Direct purchase and agency. C. R. Thatcher (Equipment) Ltd. (manufacturers, exporters, importers, sales agents), Suite 8, Radnor House, 93/97 Regent St., London, W.1. WTD 8/31/66.

GREECE—Portable power tools. Requests price quotations. Direct purchase and agency. Jean Vliouras (importer, commission agent), 16 Aghias Sophias St., Thessaloniki. WTD 5/27/66.

● **INDIA**—One all geared heavy duty wheel turning lathe to accommodate wheels 24″ to 48″ in dia., distance between center 56″ min. to 118″ max. Tender No. 505/15/069/21.7.66, bid deadline Oct. 25. Global procurement. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Copies of specifications and conditions may be obtained for $1.75 each from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. I.S.M. D/ENQ/2101.

● One heavy duty surfacing and screw-cutting lathe—4 ft. swing, 13 ft. between centers; Tender No. BPO/1015/W-613/PR/55371; bid deadline Nov. 9. Ten pneumatic circular saws using 8″ to 9″ blades; tender No. BPO/1014/W-468/PR/51311; bid deadline Nov. 2. Reinforcement steel bar machines—three cutting and three bending types; tender No. 1016/BPO/P-315/PR/56122: bid deadline Nov. 16. Two pneumatic drill sharpeners for bits up to 3⅝-in. dia.; tender No. 1016/BPO/P-320/PR/56125; bid deadline Nov. 30. High speed steel radial chasers—120 sets of various sizes: tender No. 1015/BPO/PR/55457/665—55458/666; bid deadline Nov. 10. Global procurement. Mr. T. K. Kalia, Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Hoshiarpur, Punjab.★ (Telephone: 202-WO 7-5652).

● **IRAN**—Four lathes and one 65 mm. drill press for use with 3-phase, 220-380 volt. 50 cycle current. Tender No. 826/45, bid deadline Dec. 5. Iran State Railways, Maydane Rah Ahan, Tehran.★ (Telephone: 202-WO 7-5652).

Machinery for making all sizes of screws for

wood and metal. Ostad Mahoor Khafagizadeh (manufacturer), Reza Shah Kabir Ave., Ahwaz. WTD 8/29/66.

Cast iron melting equipment, capacity ½ ton; complete set up. Ostad Mahoor Khafagizadeh (manufacturer), Reza Shah Kabir Ave., Ahwaz. WTD 8/29/66.

MALAYSIA—A complete rolling mill plant, including arc furnace capable of melting 10-20 tons of scrap iron, and rolling mill machinery capable of rolling 4,000 tons of round bars and wire rods; requests price quotations c.i.f., Port Swettenham. Soon Seng & Co. (importer, exporter, wholesaler, retailer, manufacturer), 27 Malay St., Kuala Lumpur. WTD 8/19/66.

NETHERLANDS—Machine tool accessories and attachments. N. V. Hismoco (importer, wholesaler), Burg. Patijnlaan 19, The Hague. WTD 7/13/66.

PAKISTAN—Files, flat, round and bastard 4" to 12"; twist drills 1/64" to 1" for use in stainless steel surgical goods manufacture. Coronet Industrial Corp. (importing distributor, manufacturer), College Rd., Sialkot, West. WTD 8/15/66.

SWEDEN—Ultrasonic metals welding and machinery; ultrasonic drilling operations i.e. rock drilling by vibration. Direct purchase and agency. Kauffmann & Co. AB (importer, retailer, wholesaler, sales agent), Ystadsvagen 17, Malmo. WTD 2/16/66.

THAILAND—Electric hand drills, ¼-¾" electric circular saws, 7"-15", and electric sanders, all 50 cycle operation, 220 v., a.c. Direct purchase and agency. Kua Hua Lim Trading Ltd. Part. (importer, distributor), 738-740 Burapa Palace, Phanurangsi Rd., Bangkok. WTD in preparation.

UGANDA—Machinery for the manufacture of galvanized and black steel water pipes and fittings of ¼" to 6" dia.; wire products; barbed, binding, ropes, gauze wire netting of brass and iron, coffee tray wire soldered and unsoldered, chicken wire netting, B.R.C. fabric, expanded metal lathing, heavy stranded electric cables. Requests descriptive brochure, factory layout and technical advise. Iron & Steelwares Ltd. (hardware merchants), P.O. Box 68, Kampala. WTD 8/31/66.

VIET-NAM—Electric drill presses from 6m/m to 25m/m; lathe: 1000-1600 rpm. Daly Trading Co., Ltd. (manufacturers' representative), 49 Pasteur, 3rd floor, Rm. 309, Saigon. WTD 8/18/66.

355 Special industry machinery

FRANCE—Shoe making machinery and tanning machinery, and materials. Direct purchase and agency; replies requested in French or German. Huber & Cie (wholesaler, retailer), 14, Route de Strasbourg, 67 Dettwiller. WTD 8/29/66.

HONDURAS—Potato chip frying and packaging equipment for capacity of 1,000 lb. per day. Requests replies in Spanish. Industrias MAR (manufacturer), Colonia El Reparto, Tegucigalpa. Attn: Mr. Eudaldo Mejia Guzman. WTD 9/12/66.

MEXICO—Machinery for the manufacture of paper cups. May also be interested representing manufacturer of paper cup machinery. Papelera del Norte, S. A. de C. V. (importer, wholesaler, manufacturer), Apartado Postal No. 428, Ramos Arispe No. 161 Sur, Torreon, Coahuila. WTD 8/17/66.

NETHERLANDS—Meat packing, canning, processing machinery: cleaning, testing, filling, sealing, seaming, labeling machines; industrial meat cooking machinery. Seffelaar & Looyen N. V. (manufacturer, importer), P.O. Box 6028, The Hague. WTD 8/19/66.

Silent, adjustable glass blowing burners. N.V. Evershed-Enraf (manufacturer, importer), 69 van Leeuwenhoeksingel, Delft. WTD 8/29/66.

PAKISTAN—Synthetic fibre (nylon) manufacturing plant, capacity 1,000 tons annually. Sh. Fazal Rehman & Sons Ltd. (distributor, manufacturer), Industrial Area, Multan, West. WTD 6/22/66.

PHILIPPINES—Wire-taping and braiding equipment for wires used in the repair of motors, generators, and transformers. A. C. Jimenez, Vice-President, Philippine Industrial Engineering Co., Inc. (importer, wholesaler, retailer, indentor, exporter, assembler), 2242 Pasong Tamo, Makati, Rizal; Box 973, Manila. WTD 11/10/65.

Wood plastic laminating machines and supplies; food canning and bottling machinery and accessories; woodworking machinery and equipment. Direct purchase and agency. Fernando H.C. Chua, General Manager, United Trading Co. (importer, wholesaler, retailer, indentor, exporter), 1135 Rizal Ave., Box 88, Manila. WTD 6/10/66.

Radio-electronic spare parts assembly machines. Direct purchase and agency. Fernando H.C. Chua, General Manager, United Trading Co. (importer, wholesaler, retailer, indentor, exporter), 1135 Rizal Ave., Box 88, Manila. WTD 6/10/66.

SURINAM—Factory sewing machines: bobbinless; suitable for 60 cycles; all purpose press-button machines; collar-turning and pressing machines; punching machines; button hole machines; circle-blade cutting machines 1¾"; saw-blade cutting machines medium size; elastic-stitching machines, 3 or 4 needles; shirt-sleeve double chain-stitch machines, high speed; closing shirt double chain-stitch machines, high speed; straight ordinary stitch with chipper for making shirt-collar machines; tack machines; lock chain-stitch 3 needle pocket machines. Prices c.i.f. Paramaribo. Pacific Trading Co., Ltd. (importer, dealer, commission agents), Saramaccastraat 42-45, P.O. Box 1009, Paramaribo. WTD 5/25/65.

URUGUAY—Toothpick manufacturing machine, one, woodworking. Requests replies in Spanish. Romeo Hitta S.A. (manufacturer), Calle Dr. Vazquez Sagastume 256, Montevideo. WTD 8/19/66.

356 General industrial machinery

AUSTRIA—Small ventilating fans to be built into a pipe of 100 to 125 millimeters of diameter, with a capacity of 200 cubic meters per hour. Kunststoffwerk Karl Egger (manufacturer, wholesaler, agent), 97 a Semmelweisstrasse, A-4044 Linz-Urfahr. WTD 9/1/66.

ENGLAND—Roll forming machinery, presses, press brakes and shears. Direct purchase and agency. C. S. W. Grigg Ltd. (sales agents), Ormside Works, Frenches Rd., Redhill, Surrey. WTD 9/1/66.

GERMANY—Parts for variable speed drives. Emil & Adolf Becker KG (manufacturer), 6349 Sinn/Dill, Friedrich-Ebert-Strasse 2-4. WTD 8/23/66.

GREECE—Pumps, centrifugal and turbine. Requests price quotations. Direct purchase and agency. Pan. Psonopoulos & Son (importers, commission agents), 3 Vernardaki St., Thessaloniki. WTD 7/29/66.

NIGERIA—Very large capacity oil pumping equipment with matched diesel engines. Direct purchase and agency. Nigerian Tool and Die Co. Ltd. (importer, wholesaler, retailer, manufacturer's representative), P.O. Box 136, Ebute-Metta, Lagos. WTD in preparation.

PAKISTAN—Ball bearing 1" to 4"; rubber belting 1½" to 4" for use in surgical instruments manufacture. Coronet Industrial Corp. (importing distributor, manufacturer), College Rd., Sialkot, West. WTD 8/15/66.

PHILIPPINES—Air compressors. Direct purchase or agency. Ilocos Mining & Smelting Co., Inc. (exporter, mining, smelting), 606 Alliance Bldg., 410 Rosario, Manila. WTD 9/28/65.

SWEDEN—Liquid oxygen pumps. Nordiska Syrgasverken AB (manufacturer), Polstjarnegatan 12, Goteborg H. WTD 9/6/66.

● **TURKEY**—Supply of two engine-driven water pumps to have a capacity of 50 tons of water per hour. Tender No. 966/3054, bid deadline Oct. 10. Materials Purchasing Dept., Turkish Maritime Bank, Istanbul.★ (Telephone: 202-WO 7-5589).

357 Office, computing, and accounting machines

JAPAN—Small, typewriter size electric or electronic calculators and computers for office accounting use. Direct purchase and agency. C. Weinberger & Co., Ltd. (importer, exporter), Feather Bldg., 32 Dojima Naka 1-chome, Kita Ku, Osaka. WTD 9/7/66.

358 Service industry machinery

GERMANY—Water treatment plants and equipment. Chemie- und Filter G.m.b.H. (importer, exporter, manufacturer), 69 Heidelberg-Kirchheim, Albert-Fritz-Strasse 27. WTD 9/2/66.

Water purification equipment of all kinds and sizes for use in hospitals and industrial establishments. Engelhardt & Foerster (importer, exporter, manufacturer), 25/27 Grosse Sortillienstrasse, 28 Bremen. WTD in preparation.

Post mix dispensers and converters, post mix containers, cast aluminum with stainless steel tubing for dispensary uses; c.i.f. European ports. Direct purchase and agency. INDUCO. Industrie-Ausstrattungen-GmbH & Co., KG. (wholesaler, agent, importer), 104 Erftstrasse, 404 Neuss. WTD 8/16/66.

GREECE—Ironing, pressing machinery for laundry industry. Requests price quotations. Direct purchase and agency. Th. Chrysafides & Co. (importer, commission agent), 9 Mitropolitou Iosif St., Thessaloniki. WTD 5/28/66.

IRAN—Window air conditioners; 1 to 4 tons cap. initially on basis assembly; estimated initial production 1,000 units annually. Ahmad Arjomandi & Najafi Baghelai Co., Ltd. (manufacturer), Ave. Pahlavi, Ahwaz. WTD 8/29/66.

ITALY—Commercial electric juicers. Alicar s.r.l. (dealer), 5/13 Via Maurolico, Rome. WTD 8/31/66.

NETHERLANDS—Air-conditioning equipment, all kinds, especially humidifiers, gas-fired air-conditioning units (rooftop and others), power roof exhausters, shock absorbers for a.c. units, ventilators, etc. Direct purchase and agency. G. W. Ventilatie N.V. (importer, assembler, installer, exporter), 53a Teilingerstraat, Rotterdam-1. WTD 8/12/66.

Industrial refrigeration equipment, industrial deep freezers, bulk milk coolers, equipment for refrigerated transportation. Seffelaar

& Looyen N.V. (importer, manufacturer), P.O. Box 6028, The Hague. WTD 8/19/66.

361 Electric transmission, distribution equipment

FRANCE—Fuse plugs, renewable and non-renewable, under 1,000 v., screw type, American standard thread. Direct purchase and agency. Requests replies in French. Almestra (wholesaler), 14 Bld. du President Wilson, 67 Strasbourg. WTD 8/30/66.

● **GREECE**—Supply of 132, 3-pole, 20 KV, outdoor type isolators of small interrupting capacity. Tender No. PAP/2368, 2444; bid deadline not set. Public Power Corp., Athens-Piraeus Division, 83-85 Academias St., Athens.★ (Telephone: 202-WO 7-4241).

● Supply of 20 KV metal-clad switchgear units for distribution substations, including 562 indoor type, load break switch panels, 261 indoor type, transformer protection panels, complete with fuse mounts and 1,640 miscellaneous type current limiting high rupturing capacity fuse-links. Tender No. PAP/2356; bid deadline not set. Public Power Corp., Athens-Piraeus Division, 83-85 Academias St., Athens. Copy of specification available for review only, not for loan, in the Power and Electrical Equipment Division, Rm. 4124, BDSA-662, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● **INDIA**—Supply and erect seven 132 KV/25 KV traction substations on Rourkela-Drug section of South Eastern Railway. Bid forms and specifications may be obtained from Calcutta by cash deposit or money order prepayment of Rs 100 ($14). Tender No. RE-20/59, bid deadline 5 p.m. Nov. 1. Assistant Chief Cashier, Railway Electrification, 232 Acharyya Jagadish Bose Rd., Calcutta.

PHILIPPINES—Air and quick-lag circuit breakers. Pedro G. Tomas, President and General Manager, P. G. Tomas & Co., Inc. (importer, wholesaler, retailer, manufacturer, assembler), 1663 Claro M. Recto Ave., Box 1905, Manila. WTD 3/2/66.

● **TRINDAD**—Supply of two, 3-phase, 66,000/33,000 volt, 25,000 KVA power transformers. Tender No. 1149, bid deadline Oct. 28. The Purchasing Officer, Trinidad & Tobago Electricity Commission, 65 Frederick St., Port of Spain.★ (Telephone: 202-WO 7-4241).

362 Electrical industrial apparatus

● **INDIA**—Supply of 80 "needle type" electric vibrators capable of 10,000-11,000 vibrations per minute; 10 frequency changers (motor generator sets complete); 25 distribution boxes; 25 connecting cables. Tender No. BPO/1016/P319/PR/56128, bid deadline Nov. 23. Mr. T. K. Kalia, Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Hoshiarpar, Punjab.★ (Telephone: 202-WO 7-4241).

● Supply of 20 reversible type motors, approx. 2 hp. each, with a driving shaft speed of 150 to 200 r.p.m. at rated hp; 10 reversible type motors, approx. 4 hp. each, with driving shaft speed of 80 to 100 r.p.m. at rated hp. In both cases, the motor shall be foot mounting type and shall be provided with air line lubricator. The motor shall be complete with speed governor. Tender No. 1016/BPO/P321/PR/56129, bid deadline Nov. 30. Mr. T. K. Kalia, Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Hoshiarpur, Punjab.★ (Telephone: 202-WO 7-4241).

SOUTH AFRICA—Petrol and diesel welders, motor generator sets and generator sets loose and accessories. Welding Supplies Cape (Pty.) Ltd. (importing distributor, manufacturer), P.O. Box 3970, Cape Town, Cape Province. WTD 6/30/66.

THAILAND—Electric generating sets, diesel and gasoline engine powered, in all sizes. Requests catalogs and c.i.f. quotations. Direct purchase and agency. Charray International Inc. Ltd. (importer, sales agent), 28-30 New Road, Bangkok. WTD 11/18/65.

363 Household appliances

IRAQ—Refrigerators, washing machines, air conditioners, air coolers and gas ranges of 220 volts, 50 cycles. Abdul Majid Al-Kamali (importer, wholesaler, retailer), Abboud Bldg., Shorja, Rashid St., Baghdad. WTD 8/31/66.

MALAWI—Percolators, toasters, heaters, fans, kettles, hair-dryers, vacuum cleaners, 220 volt system. Quote c.i.f. prices Beira, £ sterling. Requests illustrated catalogs. Messrs. New Hardware Centre (Pvt) Ltd. (general hardware dealer, importer, wholesaler, retailer), P.O. Box 543, Henderson St., Blantyre. WTD 4/29/66.

PHILIPPINES—LP gas operated cooking appliances. T. B. Barretto, Jr., Marketing Manager, Inter-Island Gas Service, Inc. (manufacturer, assembler), Shaw Blvd., Mandaluyong, Rizal; Box 1776, Manila. WTD in preparation.

364 Electric lighting, wiring equipment

FRANCE—Incandescent and fluorescent lighting fixtures and lamps for commercial and industrial use. Direct purchase and agency. Requests replies in French. Almestra (wholesaler), 14 Bld. du President Wilson, 67 Strasbourg. WTD 8/30/66.

365 Radio, television receiving sets

BELGIUM—Amplifiers, audio-stereo. Deb Distributing Cy. (importer, agent), 60 Rue Omer Lepreux, Brussels 8. WTD 8/25/66.

PHILIPPINES—Radio-TV-audio apparatus and spare parts; direct purchase and agency. Fernando H. C. Chua, General Manager, United Trading Co. (importer, wholesaler, retailer, indentor, exporter), 1135 Rizal Ave., Box 88, Manila. WTD 6/10/66.

SOUTH AFRICA—Radio receiving sets; direct purchase and agency. Moshal Gevisser & Partners Ltd. (wholesaler), P.O. Box 1050, Johannesburg. WTD 8/31/66.

366 Communication equipment

● **ETHIOPIA**—Supply of transistorized carrier telephone system. Tender No. 2/66, bid deadline Oct. 19. Imperial Board of Telecommunications of Ethiopia, P.O. Box 1047, Addis Ababa.★ (Telephone: 202-WO 7-4823).

● **IRAQ**—Supply of transistorized telegraph equipment, providing both automatic error detection and correction and time division multiplexing of telegraph channels; tender No. 66/4, bid deadline Oct. 24. Supply of 50 telephone line concentrators; tender No. 66/5, bid deadline Nov. 12. Directorate General, Posts, Telegraphs & Telephones Administration, Ministry of Communications, Baghdad.★ (Telephone: 202-WO 7-4823).

● **KENYA**—Supply of page teleprinters and associated equipment. Tender documents will be furnished by the Crown Agents for Overseas Governments & Administrations, 4 Millbank, London, S.W.1., England, to qualified registered bidders. Reference should be made to DF 4255 of Sept. 1.

367 Electronic components, accessories

PHILIPPINES—Electronic equipment and supplies including test equipment; direct purchase and agency. Fernando H. C. Chua, General Manager, United Trading Co. (importer, wholesaler, retailer, indentor, exporter), 1135 Rizal Ave., Box 88, Manila. WTD 6/10/66.

SWEDEN—Electronic components such as transistors, diodes and measuring instruments. Direct purchase and exclusive agency. Swedish Elektrolink AB (importer, sales agent), Stora Nygatan 39, Stockholm C. WTD 1/24/66.

THAILAND—Magnetic recording tape. Po Sang Ltd. Partnership (commission, indent agent), 1/7 Suapa Rd., Bangkok. WTD 8/16/66.

369 Electrical machinery, equipment, supplies

BRAZIL—Radiographic X-ray, fluoroscopic X-ray and therapeutic X-ray apparatus and tubes for medical application; electromedical and electrosurgical apparatus. Direct purchase and exclusive agency. Sherman Produtos Quimicos Ltda. (wholesaler, representative), Avenida Princeza Izabel 323, 11° andar, sala 1109, Rio de Janeiro ZC-07, Estado da Guanabara. Caixa Postal 107, ZC-07, Rio de Janeiro. WTD 9/13/66.

FRANCE—Cardio-encephaloscopes, electrocardiographs. Direct purchase and agency. P. Block (wholesaler, agent), 209, Route de Colmar, 67 Strasbourg-Meinau. WTD 4/29/66.

PAKISTAN—Supply of seamless zinc cans for use in manufacture of dry cell batteries. Allied Trading Corp. Ltd., ATCO Premises, Manghopir Rd., S.I.T.E. Karachi.★ (Telephone: 202-WO 7-5345).

371 Motor vehicles, motor vehicle equipment

GREECE—Automotive replacement parts and accessories. Request informative brochures and price quotations. Direct purchase and agency. Jean Vliouras (importer, commission agent), 16 Aghias Sophias St., Thessaloniki. WTD 5/27/66.

PHILIPPINES—Automotive parts including military surplus jeep parts. Mrs. Carmen Soco, Proprietor, Golden Star Auto Supply (importer, wholesaler), 318-B College Rd., Pasay City. WTD 2/21/66.

Automotive parts and accessories including bearings; gasket set and materials; and sealed beam and miniature bulbs. Direct purchase and agency. Tee Ling Kiat, Manager (importer, wholesaler, retailer, indentor), Lee Goan, 1048 Benavides, Box 3330, Manila. WTD 4/1/66.

THAILAND—Vehicle parts including tractor. Requests catalogs and price lists. Direct purchase and exclusive agency. Ua Withya Phamit Co., Ltd. (importer, distributor), 457 Chakrapadipong Rd., Bangkok. WTD 10/20/65.

372 Aircraft, parts

GERMANY—Aircraft spare parts and accessories and raw materials for aircraft building;

c.i.f. European ports. Direct purchase and agency. "Dudeins" Industriegeraete und Handelsges. mbH (wholesaler, agent, importer), 40 Brehmstrasse, 4 Duesseldorf. WTD 8/18/66.

373 Ship, boat building, repairing

BRAZIL—Shrimp-trawlers, all tonnages. Agent desires representation, direct purchase, and/or chartering. Copies of suggested specifications are available on loan from the Trade Opportunities Staff, BDSA-624, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Gelmex Comercio Representacoes Importacao e Exportacao Ltda., Avenida Rio Branco 108, 9° andar, sala 907, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 8/30/66.

GERMANY—Motor boats and all types of boats for water sports; spare parts and accessories for boats and any type of water sport articles; c.i.f. European ports. Josef Vermaeten KG (wholesaler, importer), 2 Suedring, 423 Wesel. WTD 8/19/66.

PHILIPPINES—Anchors and propellers; deck supplies. Direct purchase and agency. Ventura O. Ducat, General Manager, Steel Fabrication Division, Engineering Equipment, Inc. (steel fabricator, indentor), 991 L. Segura St., Mandaluyong, Rizal; Box 1386, Manila. WTD 12/14/65.

Tankers, tugboats, barges; new or second hand. L. H. Winternitz, Vice President, Luzon Stevedoring Corp. (manufacturer, exporter), Tacoma corner Second St., Port Area, Box 582, Manila. WTD in preparation.

374 Railroad equipment

● **HONDURAS**—30 railroad flat cars for use on 42" track (39⅜ gauge). No tender number, bid deadline Oct. 15. Ferrocarril Nacional de Honduras, 1a. Avenida Oeste, No. 62, San Pedro Sula, Honduras. Specifications and terms in Spanish may be viewed in Rm. 4314, Transportation Equipment Division, BDSA-596, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4817).

● **IRAQ**—Three train sets of two rail-cars each for standard gauge line. Tender No. IRRS/G/IT/39/66, bid deadline Nov. 21. Directorate General, Iraqi Republican Railways Service, Ministry of Communications, Baghdad. Tender documents, terms and specifications may be obtained from the issuing authority from the above address against payment of $42 per set plus $0.70 to cover air mail charges to U.S. Tender documents, terms, specifications and blueprints may be viewed (not for loan) in Rm. 4314, Transportation Equipment Division, BDSA-596, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4817).

381 Engineering, laboratory, scientific, research instruments

● **BURMA**—Supply of paleontological equipment including forceps, dissecting sets, vacuum flasks, collecting vials, microfaunal and species slides, etc. Tender No. 56/66-67, bid deadline Oct. 15. Government of the Union of Burma, Myanma Export Import Corp., (Import Division), 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2939).

● Supply of engineering geology and ground water survey equipment. Tender No. 57/66-67, bid deadline Oct. 15. Government of the Union of Burma. Myanma Export Import Corp. (Import Division), 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2939).

● Supply of petrological equipment including sieves, universal avometer, centrifuges, high speed stirrer, universal rotating stage. Tender No. 53/66-67, bid deadline Oct. 15. Government of the Union of Burma. Myanma Export Import Corp. (Import Division), 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2939).

● **KOREA**—Supply of insulation testers, couplers, micrometers, balanced type attenuator, sound level meter, etc. Tender No. KFX-6157-S, bid deadline Oct. 11. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

NETHERLANDS—Component parts for laboratory, scientific instruments and testing apparatus. N.V. Hismoco (importer, wholesaler), Burg. Patijnlaan 19, The Hague. WTD 7/13/66.

Instruments for laboratory work and scientific research for medical, chemical, petrochemical use. N.V. Instrumentenhandel Zuid Holland v/h A. Hofelt (importer, wholesaler), P.O. Box 609, The Hague. WTD 8/30/66.

PHILIPPINES—Nautical instruments. Direct purchase and agency. Ventura O. Ducut, General Manager, Steel Fabrication Division, Engineering Equipment, Inc. (steel fabricator, indentor), 991 L. Segura St., Mandaluyong, Rizal; Box 1386, Manila. WTD 12/14/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRALIA—Pressure gauges, 100, 2½" dial panel-mounting, range 0 to 30 p.s.i. Technical Operations & Controls Pty. Ltd. (importers, manufacturers, agents), 89 Queen St., Ashfield, N.S.W. WTD 8/16/66.

NETHERLANDS—Industrial process instruments for chemical and oil industries for indicating, recording, measuring, controlling temperature, pressure and vacuum, fluid flow and liquid level, mechanical motion, humidity, density. N.V. Instrumentenhandel Zuid Holland v/h A. Hofelt (importer, wholesaler), P.O. Box 609, The Hague. WTD 8/30/66.

Colorimeters, turbiditymeters, torsion pendulum, equipment for measuring ash contents in coal, measuring and controlling equipment for physical laboratories. N.V. Eversheds-Enraf (manufacturer, importer), 69 van Leeuwenhoeksingel, Delft. WTD 8/29/66.

SWEDEN—Ultrasonic application on burners for oil-fired boilers; fuel-cells and their application. Direct purchase and agency. Kauffmann & Co. AB (importer, retailer, wholesaler, sales agent), Ystadvagen 17, Malmo. WTD 2/16/66.

383 Optical instruments

NETHERLANDS—Optical measuring, testing instruments such as spectroscopes, colorimeters, polariscopes, refractometers, spectrometers. N.V. Instrumentenhandel Zuid Holland v/h A. Hofelt (importer, wholesaler), P.O. Box 609, The Hague. WTD 8/30/66.

384 Surgical, medical, dental instruments

BRAZIL—Medical, surgical, phthalmic and veterinary instruments and apparatus; orthopedic appliances, supplies; dressings; sutures; tapes and plasters; personal safety appliances, equipment. Direct purchase and agency. Sherman Produtos Quimicos Ltda. (wholesaler, representative), Avenida Princeza Izabel 323, 11° andar, sala 1109, Rio de Janeiro ZC-07, Estado da Guanabara. Caixa Postal 107, ZC-07, Rio de Janeiro. WTD 9/13/66.

FRANCE—Automatic life savers and guards, blood flow meters, internal and external defibrilators, heartfailure detectors, electrophorators, internal and external pacemakers, pulmonators for manual reanimation, respirometers, cardio-synchronizers, artificial kidneys. Direct purchase and agency. P. Block (wholesaler, agent), 209 Route de Colmar, 67 Strasbourg-Meinau. WTD 4/29/66.

GREECE—Surgical and medical instruments in general, surgical furniture (operating room lights, operating tables, etc.). Requests replies with c.i.f. Piraeus price quotations. Direct purchase and agency. "Pasfarm"—S. Vassiliou (importer, wholesaler, sales agent), 59 Sokratous St., Athens 101. WTD 3/5/65.

● **IRAQ**—Supply of 17 single operation tables. Tender No. 49/66, bid deadline, Dec. 11. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

● Supply of 10 dental units complete with chairs operating on 220-250 volts, 50 cycles. Tender No. 50/66, bid deadline Dec. 11. Central Foreign Purchasing Board. Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

NETHERLANDS—Medical, surgical, ophthalmic instruments and apparatus. N.V. Instrumentenhandel Zuid Holland v/h A. Hofelt (importer, wholesaler), P.O. Box 609, The Hague. WTD 8/30/66.

385 Ophthalmic goods

BELGIUM—Frames and lenses; also contact lenses. Maison Pirotte S.P.R.L. (importer, wholesaler), 2 Rue Saint Hubert, Liege. WTD 8/26/66.

386 Photographic equipment

GREECE—Scientific cameras for ophthalmologic use (eye photography). Requests replies with c.i.f. Piraeus price quotations. Direct purchase and agency. "Pasfarm" S. Vasiliou (importer, wholesaler, sales agent), 59 Sokratous St., Athens 101. WTD 3/5/66.

● Supply of X-ray film of various dimensions for general and dental purposes. Tender No. 39/66; bid deadline not determined. Estimated value $157,400. Institute of Social Insurance (IKA), Supplies Dept., 8 Aghiou Konstantinou St., Athens.★ (Telephone: 202-WO 7-2939).

MALAWI—Cameras, film, and associated equipment. Special interest in simple, trouble-free automatic cameras. Quote c.i.f. prices, Beira or parcel post, £ sterling. Requests catalog. Messrs. New Hardware Centre (Pvt) Ltd. (general hardware dealer, import, wholesale, retail), P.O. Box 543, Henderson St., Blantyre. WTD 4/29/66.

PHILIPPINES—Photoenlargers; microfilming equipment and supplies; photocopying machines and supplies; white and blue printing

equipment and supplies; photostat equipment and supplies. Direct purchase and agency. Fernando H. C. Chua, General Manager, United Trading Co. (importer, wholesaler, retailer, indentor, exporter), 1135 Rizal Ave., Box 88, Manila. WTD 6/10/66.

SOUTH AFRICA—Photographic apparatus, equipment, parts, attachments and accessories. Direct purchase and agency. Moshal Gevisser & Partners Ltd. (wholesaler), P.O. Box 1050, Johannesburg. WTD 8/31/66.

391 Jewelry, silverware, plated ware

GERMANY—Flatware (knives, forks, spoons), stainless steel or silver-plated, for household use. Only prices c.i.f. German seaport can be considered; prices in DM and catalogs in German (or with inserts in German explaining product designations and quality descriptions) preferred. Requests replies in German. Porzellan-Maass (importer, exporter, wholesaler), 3-5 Georg-Wulf-Strasse, 28 Bremen-Neustadt. WTD 3/16/65.

THAILAND—Created synthetic rough emeralds, glass stones, semi-precious and imitation fancy stones. Requests price quotations c.i.f. Bangkok. M. Oli Mohamed (importer, exporter, and wholesaler), G.P.O. Box 584, Bangkok. WTD in preparation.

393 Musical instruments, parts

PHILIPPINES—Musical instruments and accessories. Faustino P. Gutierrez, President, Gutson, Inc. (importer, wholesaler, retailer), 20 Florencia, Grace Park, Caloocan City; Box 1158, Manila. WTD in preparation.

394 Toys, amusement, sporting goods

AUSTRALIA—Full range of toys and games. Desire catalogs and/or samples. Quotations c.i.f. Port Adelaide, South Australia. Direct purchase and agency. Goodes Williams Pty. Ltd. (importer, manufacturers' representative), Rooms 203-205, Richards Buildings, 99 Currie St., Adelaide, South Australia. WTD 9/8/66.

AUSTRIA—Toys of all kinds, except those requiring knowledge of English language. Requests replies in German. Kaufhaus Alfred Herbst (importer, wholesaler, retailer), Fleischmarkt 16, A-902- Klagenfurt. WTD 8/17/66.

MALAWI—Fishing tackle, rods, reels, lures, bait, hooks, etc. Quote c.i.f. prices Beira in £ sterling. Requests illustrated catalogs. The New Hardware Centre (Pvt) Ltd. (general hardware dealer, import, wholesale, retail), P.O. Box 543, Henderson St., Blantyre. WTD 4/29/66.

PHILIPPINES—Assorted toy items; juvenile and children's vehicles. Domingo Arcega (importer, wholesaler, retailer, manufacturer), Arcega's Department Store, 769 Aurora Blvd., Cubao, Quezon City. WTD 4/25/66.

395 Pens, pencils, office, artists' supplies

BELGIUM—Ball point pens. Purex S.A. (importer), 7 Quai au Bois de Construction, Brussels. WTD 8/24/66.

MALAYSIA—Mimeograph and typewriting paper. Direct purchase and agency. Uma Agencies (agent), Rm. 606, Sixth Floor, China Insurance Bldg., 174 Jalan Tuanku Abdul Rahman, Kuala Lumpur. WTD 8/18/66.

396 Costume jewelry, novelties, buttons, notions

PHILIPPINES—Ladies' belt buckles. Ernesto Saldana, General Manager, Domingo Saldana, Inc. (manufacturer, exporter), 34 Mauban, Quezon City. WTD 2/21/66.

399 Manufacturing industries

BELGIUM—Gift articles, novelties, souvenirs, advertising articles. Purex S.A. (importer), 7 Quai au Bois de Construction, Brussels. WTD 8/24/66.

GERMANY—All kinds of household novelties, electrical, non-electric, plastic, wooden or metal; can be new household novelties recently introduced to U.S. market or well established articles. Direct purchase and agency. "Exquisit" Mosberg & Co. GmbH (importer), 16 Bahnhofstr., 4283 Weseke/Westf. WTD 8/19/66.

PAKISTAN—Brushes, fibre for use in cleaning, polishing stainless steel instruments. Coronet Industrial Corp. (importing distributor, manufacturer), College Rd., Sialkot, West. WTD 8/15/66.

PHILIPPINES—Frames for women's handbags. Ernesto Saldana, General Manager, Domingo Saldana, Inc. (manufacturer, exporter), 34 Mauban, Quezon City. WTD 2/21/66.

Aquarium supplies for tropical fish. George C. Ang, General Manager, Interocean Plumbing & Electrical Supply (importer, wholesaler, retailer), 425 Juan Luna, Manila. WTD 2/16/66.

508 Machinery, equipment, supplies

AUSTRALIA—Range of domestic, restaurant and hotel equipment. Desire catalogues and/or samples. Quotations c.i.f. Port Adelaide, South Australia. Direct purchase and agency. Goodes Williams Pty. Ltd. (importers, manufacturers' representative), Rooms 203-205, Richards Buildings, 99 Currie St., Adelaide, South Australia. WTD 9/8/66.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

012 Fruit, tree nut, vegetable farms

PHILIPPINES—Fresh fruits including oranges, pears, and apples. Mr. Go Ye Hoat, Manager, International Mercantile Co. (indentor, exporter), 208 Manila Textile Market Bldg., 1022 Claro M. Recto Ave., Box 3383, Manila. WTD 1/27/66.

201 Meat products

FRANCE—Calf, cattle, goat, horse, sheep skins and hides. Ets. Bomsel-Reichenbach (importing wholesaler, commission merchant), 9 Avenue des Abattoirs, 25 Besancon. WTD 9/13/66.

203 Canning, preserving foods

AUSTRALIA—Foodstuffs, i.e. fish fingers, seafoods generally, powdered soups, nuts, jams, candies, or any other product in this line which lends itself to repackaging. Cherrybrook Holdings Pty. Ltd. (importer, wholesaler manufacturer), Cherrybrook House, 9 Phillip St., Parramatta, New South Wales. WTD 8/15/66.

ITALY—Food products, canned, dried fruits. Giuseppe Gnetti (agent), Via A. Anfossi 19, Milan. WTD 4/27/66.

220 Textile mill products

AUSTRIA—Textile fabrics for garment industry. Handelsagentur Louis J. Ross (importer, wholesaler, manufacturer's representative), Salzgries 17, A-1010 Vienna. WTD 8/30/66.

Turkish toweling of best quality. Requests replies in German or French. Karl Hoefert (importer, wholesaler), Franzensbrueckenstrasse 10-12, A-1020 Vienna. WTD 8/24/66.

Woven piece goods of all kinds, particularly household textiles and technical fabrics. Requests replies in German. Joh. Rechberger (importer, manufacturer, manufacturer's agent), Postfach 24, A-4170 Haslach a.d.Muehl. WTD 9/6/66.

All types of piece goods except Terry cloth, glass fiber and circular woven fabrics; particularly interested in velvets and other pile fabrics, home decoration textiles, upholstery fabrics, and floor coverings. Requests replies in German. Richard Schwarz (agent), Neustiftgasse 15/11, A-1070 Vienna. WTD 9/6/66.

GERMANY—Cotton, rayon and nylon fabrics for manufacturing women's outer clothing; freightage as per agreement. Requests replies in German. Walter Schulte (agent), 5 Im Springen, 56 Wuppertal-Barmen. WTD 8/29/66.

PHILIPPINES—Upholstery, drapery, naugahyde, fiber glass curtain materials. Mrs. Margarita O. Policarpio, Polimar's Home of Decor (importer, wholesaler, retailer), 960 P. Paredes, Manila. WTD 3/8/66.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRIA—Nylon sheer and other basic materials for embroidery. Walter Hagen (agent), Montfortstrasse 24, A-6890 Lustenau. WTD 8/24/66.

225 Knitting mills

AUSTRIA—Men's and women's underwear and women's knitted outerwear. Replies requested in German. "Askotex" L. Skoczylas & Co. (importer, wholesaler), Wipplingerstrasse 11, A-1010 Vienna. WTD 8/31/66.

Knitted and tricot underwear and sportswear. Wirk- und Strickwarenfabrik Ferdinand Poeschl (importer, manufacturer), Breitenseerstrasse 49, A-1142 Vienna. WTD 8/25/66.

227 Floor covering mills

AUSTRIA—Tufted carpets and other tufted materials for home decorating. Request replies

in German or French. Karl Hoefert (importer, wholesaler), Franzensbrueckenstrasse 10-12, A-1020 Vienna. WTD 8/24/66.

229 Textile goods

AUSTRALIA—Rayon strapping for use with strapping machinery, ⅜" wide (or approximately). Kodiak Packaging Materials Co. (importer, manufacturer, agent), 111 Wicks Rd., North Ryde, N.S.W. WTD 8/26/66.

230 Apparel

AUSTRIA—Jackets, trousers, skirts, rainwear. Handelsagentur Louis J. Ross (importer, wholesaler, manufacturers' representative), Salzgries 17, A-1010 Vienna. WTD 8/30/66.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

232 Men's, youths', boys' furnishings

AUSTRALIA—Turtle neck shirts for sports, casual wear; must be top quality, of either interlock cotton or synthetic fabrics. Alpine Holdings Pty. Ltd. (importer, wholesaler, retailer, agent), Box 647, G.P.O., Sydney, N.S.W. WTD 9/2/66.

AUSTRIA—Men's under garments. Requests replies in German. "Askotex" L. Skoczylas & Co. (importer, wholesaler), Wipplingerstrasse 11, A-1010 Vienna. WTD 8/31/66.

233 Women's, misses', juniors' outerwear

THAILAND—Sportswear, blouses, skirts, slacks, shorts, etc. Requests prompt replies with catalogs and c. & f. price quotations. Intercontinental Design Co. Ltd. (importer, retailer), 32 Sukhumvit Rd., Soi 13, Bangkok. WTD 6/21/66.

234 Women's, misses', children's, infants' under garments

AUSTRIA—Women's under garments. Requests replies in German. "Askotex" L. Skoczylas & Co. (importer, wholesaler), Wipplingerstrasse 11, A-1010 Vienna. WTD 8/31/66.

262 Paper mills

BELGIUM—Kraftliner, quality products. Firme Ducobu S.P.R.L. (agent), 6 Avenue de Hinnisdael, Brussels 15. WTD 8/25/66.

281 Industrial chemicals

BELGIUM—Industrial chemicals and other raw materials for paper making industry. S. A. Anc. Ets. Andre De Vriendt (exporter, wholesaler), 422 Avenue Van Volxem, Brussels 6. WTD 8/25/66.

PHILIPPINES—Industrial chemicals for paints, rubber, plastics, minerals, and other industries. Edgar A. Ledonio, Acting Marketing Manager, Polytrade Corp. (importer, wholesaler, indentor, exporter), 2nd Floor, FGR Bldg., Buendia Ave., Makati, Rizal; Box 365, Manila. WTD 7/26/65.

283 Drugs

PAKISTAN—Drugs, medicines, pharmaceutical preparations. Requests quotations c. & f. Karachi. Razzaq Medical Stores (importer), Near Denso Hall, Bunder Rd., Karachi 2. WTD 6/28/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

AUSTRALIA—Cosmetics, i.e. hair sprays, aerosols, nail polish, nail varnish, shampoos, face powder, or any product in this line which lends itself to repackaging; scouring powders, specialized detergent and antiseptic powders, and other, similar powders which lend themselves to repackaging. Cherrybrook Holdings Pty. Ltd. (importer, wholesaler, manufacturer), Cherrybrook House, 9 Phillip St., Parramatta, New South Wales. WTD 8/15/66.

306 Fabricated rubber products

ITALY—Flexible rubber tubing for low, medium and high pressure, of medium and low quality. Fitap-Flex, S.r.l. (distributor, manufacturer), Via Pezzotti 61, Milan. WTD 5/17/66.

310 Leather products

THAILAND—Ladies' handbags, luggage. Requests replies with catalogs and c. & f. price quotations. Intercontinental Design Co. Ltd. (importer, retailer), 32 Sukhumvit Soi 13, Bangkok. WTD 6/21/66.

311 Leather tanning, finishing

FRANCE—Calf, cattle, horse, goat, sheep leather for all kinds of uses. Ets. Bomsel-Reichenbach (importing wholesaler, commission merchant), 9 Avenue des Abattoirs, 25 Besancon. WTD 9/13/66.

323 Glass products

INDIA—Laboratory glassware, porcelainwares and silicawares for laboratory uses. Rational Sales Associates (importer, distributor), 382-83 Lalji Nathu Bldg., Telang Cross Rd. No. 2, Matunga, Bombay 19 DD. WTD 9/8/66.

ITALY—Reflecting glass beads for manufacture of luminescent paint. Impresa Colorificio Pinciara (importer, manufacturer), Via Bernardino Verro, 26/6, Milan. WTD 9/16/65.

331 Steel mill products

PAKISTAN—Steel billets, steel channels, steel sheets, galvanized iron pipes, and allied products. Requests catalogs and quotations c. & f. Karachi. Adil Brothers (importer), Baitul Hamd, 140 Bunder Rd., Karachi. WTD 2/3/66.

Steel rails, various poundage. Requests quotations c. & f. Karachi. Telec Electronic Machinery Ltd. (importer), 14 Motan Bldg., Bunder Rd., Karachi. WTD 3/30/66.

342 Cutlery, hand tools, general hardware

AUSTRALIA—Automatic car door closer. Olims Consolidated Ltd. (importers, exporters, distributors), 51-61 Princes Highway, St. Peters, N.S.W. WTD 1/21/66.

PHILIPPINES—Builders' hardware including hinges, door pulls and knobs, locks, drawer pulls, knobs, catches. Go Ye Hoat, Manager, International Mercantile Co. (indentor, exporter), 208 Manila Textile Market Bldg., 1022 Claro M. Recto Ave., Box 3383, Manila. WTD 1/27/66.

348 Fabricated wire products

PHILIPPINES—Welding rods. Feliciano Ly, General Manager, Imperial Vegetable Oil Co., Inc. (manufacturer, exporter), Tomas Claudio St., Pandacan, Box 4079, Manila. WTD 5/10/66.

352 Farm machinery

MEXICO—Agricultural equipment, especially advanced or specialized types. Octavio Casavantes (commission agent), Vicente Ferrara No. 125-8, Col. Obispado, Monterrey, Nuevo Leon. WTD in preparation.

PAKISTAN—Plows; planting, seeding and fertilizing machinery; harrows and harvesting machinery. Requests catalogs and quotations c. & f. Karachi. Bays Corp. Ltd. (importer), 4th Floor, P.I.D.C. House, Kutchery Rd., Karachi. WTD 7/22/66.

353 Construction, mining, materials handling machinery, equipment

PAKISTAN—Road construction and building equipment—road rollers, two and three wheel; concrete mixers, 3½ cu. ft. and over. Requests catalogs and quotations c. & f. Karachi. Tajjar-Ul-Bahr Ltd. (importer, manufacturer's agent), Ralli Bros. Bldg., Ground Floor, Wood St., Karachi 2. WTD 7/14/66.

354 Metalworking machinery

BELGIUM—Metal forming machines for sheet metal, embossing, pressure castings. Informachine J. Vanspauwen (agent), 101 Kasteellaan, Groot Bijgaarden. WTD 8/26/66.

BELGIUM—Drilling and milling machines. Exclusive agency. S.A. Anc. Etablissements Raoul Toussaint (importer, agent), 155 Rue Leon Theodor, Brussels. WTD 10/14/65.

Electric hand saws; polishers, planing machine for wood working; all kinds of "do-it-yourself" tool sets. Exclusive agency. S.A. Anc. Etablissements Raoul Toussaint (importer, agent), 155 Rue Leon Theodor, Brussels. WTD 10/14/65.

355 Special industry machinery

AUSTRALIA—Marking, coding equipment; glueing machinery, automatic and smaller types including manually operated, for glueing labels and carton flaps. Kodiak Packaging Materials Co. (importer, wholesaler, agent), 111 Wicks Rd., North Ryde, N.S.W. WTD 8/26/66.

356 General industrial machinery

AUSTRALIA—Steel strapping equipment, to include wire tying machines such as used in fruit trade, manually operated, power-assisted and fully automatic; polypropelene and rayon strapping machines (those for polypropelene should be both the heat sealable and the clip types. Heating sealing machinery for polyethelene products. Kodiak Packaging Materials Co. (importer, manufacturer, whole-

saler), 111 Wicks Rd., North Ryde, N.S.W. WTD 8/26/66.

MEXICO—High capacity compressors. Ing. Antonio Guerrero Torres, Manager, Univex Ingenieros, S.A. (sales agent), San Juan de Letran 41-215, Mexico 1, D.F. WTD 11/1/65.

PAKISTAN—Air compressors and allied equipment for use in coal and salt mines. Requests catalogs and quotations c. & f. Karachi. Sheikh Gulzar Ali & Co. Ltd. (importer), 408 Mahboob Chambers, Victoria Rd., Karachi. WTD 6/8/66.

358 Service industry machines

BELGIUM—Merchandising machines, packaged food, cigarettes, cigar, postage stamps. Deb Distributing Cy. (importer, agent), 60 Rue Omer Lepreux, Brussels 8. WTD 8/25/66.

IRAN—Air conditioners, especially those new in design. Abdulakarim Fathi Mesbah (importer), Pahlavi St., Ahwaz. WTD 8/10/66.

THAILAND—Room and package type air conditioners; also centralized station type air conditioners. Prefers replies from manufacturers. Lampangchai Co. Ltd. (importer, wholesaler, retailer), 1/1 Chakrapadipong Rd., Bangkok. WTD 11/8/65.

366 Communication equipment

PAKISTAN—Railroad signal equipment. Requests catalogs and quotations c. & f. Karachi. Telec Electronic Machinery Ltd. (importer), 14 Motan Bldg., Bunder Rd., Karachi. WTD 3/30/66.

371 Motor vehicles, motor vehicle equipment

BRAZIL—Fire department motor vehicles. Sicol Comercio e Industria S.A. (manufacturer, wholesaler, retailer, agent), Rua Sacadura Cabral 115, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 9/8/66.

PHILIPPINES—Automotive spare parts. Go Ye Hoat, Manager, International Mercantile Co. (indentor, exporter), 208 Manila Textile Market Bldg., 1022 Claro M. Recto Ave., Box 3383, Manila. WTD 1/27/66.

Air-conditioning units for automobiles and buses; refrigeration units for trucks. Edmundo F. Kaimo, President, E. F. Kaimo & Co., Ltd. (wholesaler, retailer), 101 Quezon Blvd. Extension, Quezon City. WTD 2/28/66.

372 Aircraft, parts

THAILAND—Aircraft and helicopters for commercial uses, with accessories. Requests catalogs with full particulars and quotations. Exclusive agency. Charray International Inc. Ltd. (importer, sales agent), 28-30 New Rd., Bangkok. WTD 11/18/65.

373 Ship, boat building, repairing

PAKISTAN—Boat, bridge erection, gasoline powered, aluminum hull. Requests catalogs and quotations c. & f. Karachi. I & S Corp. (importer, manufacturer's agent), 2nd Floor, Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

381 Engineering, laboratory, scientific research instruments

INDIA—Scientific instruments and laboratory testing apparatus including clinical laboratory requisites. Rational Sales Associates (importer, distributor), 382-83 Lalji Nathu Bldg., Telang Cross Rd. No. 2, Matunga, Bombay 19 DD. WTD 9/8/66.

PHILIPPINES—Compasses for pleasure boats up to 50 ft. in length. Renato L. Barretto, President, Filipinas Machinery Corp. (importer, wholesaler, retailer), 1049 Metropolitan Ave., Makati, Rizal. WTD 9/21/65.

382 Instruments for measuring, controlling, indicating physical characteristics

PAKISTAN—Mechanical measuring and controlling instruments—detectors, ultrasonic (for ultrasonic flaw detection). Requests catalogs and quotations c. & f. Karachi. Small Tools & Hardware Supply Agency (importer, manufacturer's agent), 9 Wazir Mansion, Nicol Rd., Karachi. WTD in preparation.

Water meters and allied equipment. Requests catalogs and quotations c. & f. Karachi. Sheikh Gulzar Ali & Ali & Co. Ltd. (importer), 408 Mahboob Chambers, Victoria Rd., Karachi. WTD 6/8/66.

PHILIPPINES—Tachometers for two and four-cycle engines of pleasure boats. Renato L. Barretto, President, Filipinas Machinery Corp. (importer, wholesaler, retailer), 1049 Metropolitan Ave., Makati, Rizal. WTD 9/21/65.

384 Surgical, medical, dental instruments

PHILIPPINES—Hospital equipment, instruments, furnishings; complete dental line. Alfonso F. Gotuaco, President & General Manager, Gotuaco, Inc. (indentor), 8 Clipper Ave., Paranaque, Rizal; Box 320, Manila. WTD in preparation.

386 Photographic equipment, supplies

PHILIPPINES—Photographic equipment and supplies of all kinds. Manuel G. de Castro, Proprietor, MGC Laboratories (importer, wholesaler, retailer, indentor, producer, manufacturer, processor), 20 San Gabriel, Cubao, Quezon City; Box 3848, Manila. WTD 4/26/66.

394 Toys, amusement, sporting goods

NETHERLANDS—Midget racing automobiles and parts; miniature automobile racetracks; model airplane and automobile "do-it-yourself" kits; first-class quality and competitive price essential. Exclusive agency. Firma L. van der Giessen (importer, wholesaler, retailer, assembler, exporter, agent), 20-22 Willem Ruysplein, Zwijndrecht. WTD 8/26/66.

395 Pens, pencils, office, artists' supplies

AUSTRALIA—Embossing machines and tools; embossing tapes. Kodiak Packaging Materials Co. (importer, wholesaler, manufacturer), 111 Wicks Rd., North Ryde, N.S.W. WTD 8/2/66.

Commercial art materials and supplies, including but not limited to brushes, water colors, poster colors, art boards. Reproductions Pty. Ltd. (importer, wholesaler, retailer), 15 O'Connell St., Sydney, N.S.W. WTD 8/29/66.

399 Manufacturing industries

BELGIUM—Amusement machines, skill games, strength testing, coin-operated. Deb Distributing Cy. (importer, agent), 60 Rue Omer Lepreux, Brussels 8. WTD 8/25/66.

PAKISTAN—Fire extinguishing equipment, marine. Requests catalogs and quotations c. & f. Karachi. I. & S. Corp. (importer), 2nd Floor, Dada Chambers, Bunder Rd., Karachi 2. WTD 8/11/65.

Fire extinguishing equipment, aircraft; industrial and marine. Requests catalogs and quotations c. & f. Karachi. Zelin Ltd. (importer), Zelin's Corner, Victoria Rd., P.O. Box 7318, Karachi 3. WTD 6/30/65.

SOUTH AFRICA—Hair dryers; hair curlers; hair brushes and related products. Skye Products (Pty) Ltd. (manufacturer, importer, agent), P.O. Box 5604, Johannesburg. WTD 8/2/66.

Leads for Importers

Commodities are offered direct unless specified

201 Meat products

COLOMBIA—Pickled beef, hog lard packed in barrels of 50 and 100 lb. Direct purchase and/or agency. Julio Gallardo & Cia. Ltda. (exporter, wholesaler), Apartado Aereo (Air mail P.O. Box) 37, San Andres Island. WTD 8/4/66.

270 Printing, publishing industries

GERMANY—New books, periodicals and maps of German and other European publishing houses on all subjects of the arts, humanities, natural science and medicine; price quotations f.o.b. Hamburg. Prospectus material available on loan from the Trade Opportunities Staff, BDSA 624, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Universitaetbuchhandlung Dr. Joseph C. Witsch (importer, exporter, retailer), Postfach 187, 5 Koeln 1. WTD 8/22/66.

275 Commercial printing

SWITZERLAND—Photolithographs (colored photographs of Swiss landscapes) for use on calendars. "Der Bund" (newspaper publishers and printers), Effingerstrasse 1, 3001 Bern. WTD in preparation.

307 Plastic products

AUSTRIA—Plastic piping for waste water, ventilating equipment, and industrial pipe systems, as well as extruded plastic parts according to specifications. Kunststoffwerk Karl Egger (manufacturer), 97 a Semmelweisstrasse, A-4044 Linz-Urfahr. WTD 9/1/66.

353 Construction, mining, materials handling machinery

GERMANY—Cement, mortar mixers; hand and mechanically operated, several types from 100 to 350 liter capacity, easy to handle, immense noise reduction effected by plastic drives and wheels; f.o.b. German ports. Urban GmbH (manufacturer, exporter), 35 Industriestr. 562, Velbert-Rheinland. WTD 8/31/66.

PORTUGAL—Independent mechanical conveying equipment for continual transportation of 50 kilos bags from harbor warehouse to ship holds. Equipment required to be mounted at the Lisbon port should be of telescopic

type. Nitratos de Portugal, S.A.R.L. (manufacturer), Apartado No. 2931, Lisbon. WTD in preparation.

358 Service industry machines

GERMANY—Industrial refrigerators from 325 liters upwards for canteens, restaurants, food stores; special refrigerators for blood preserves for hospitals, laboratories, etc. Requests price quotations f.o.b. Rotterdam. Maschinenteile-Vertriebs-GmbH. (wholesaler, exporter), 250/254 Lohstrasse, 415 Krefeld. WTD 4/27/66.

371 Motor vehicles, motor vehicle equipment

COLOMBIA—Brake bands of every type and size. Productos Automotrices Buffalo (manufacturer, wholesaler), Apartado Aereo (Air Mail P.O. Box) 2470, Barranquilla. WTD 8/11/66.

373 Ship, boat building, repairing

GERMANY—Unsinkable plastic motor boats, 16 ft. long, with or without motor; can be used for water sports, as a workers boat, and as a life-saving boat; freight as per agreement. Josef Vermaeten KG (wholesaler, importer), 2 Suedring, 423 Wesel. WTD 8/19/66.

391 Jewelry, silverware, plated ware

KOREA—Jewelry, made of precious metal and semi-precious stones including nephute jade, smokey topaz, amethyst (quartz). Yi Dynasty Co., Ltd., attn: James L. Rounds (manufacturer, exporter), I.P.O. Box 1666, Seoul. WTD in preparation.

399 Manufacturing industries

TURKEY—Human hair and wigs. Yeni Arbulus International Co. (exporter), Laleli Cad. 212, Istanbul. P.O. Box 99, Aksaray, Istanbul. WTD in preparation.

Construction Awards

CANADA—A list of firms awarded contracts by various Canadian Government Agencies (Transport, Public Works, Defense) during July and August is available on loan to U.S. firms from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

IRAQ—The U.S. firm, Microwave Services, Inc. (MSI), signed a contract with the Iraqi Posts, Telephone & Telegraph Administration, for consulting services for the proposed $14 million microwave communications network which will link Mosul, Kurkuk, Baghdad, Amara and Basra, and which will provide 960 telephone channels in addition to two TV channels. The system may eventually link up with systems in Jordan, Syria, Kuwait, and the CENTO countries, although these links are not covered by the MSI contract.

NEW ZEALAND—The Auckland Harbour Bridge Authority has awarded a contract for widening the bridge from four lanes to eight lanes to Ishikawajima-Harima Heavy Industries Co. Ltd., of Tokyo. The successful bid was NZ£3.7 million (about $10.3 million).

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Thomas C. Riley, Recun Agencies Pty. Ltd., 218-224 Clarence St., Sydney, N.S.W., **interested in agencies for hard and soft floor coverings.** End of Sept. via New York for two weeks. c/o Chemcell 1963 Ltd., Export Dept., 1145 Dorchester St. W., Montreal, Quebec, Canada. Itinerary: New York; Chicago; Charleston, S.C.; Los Angeles; San Francisco; Atlanta. WTD 8/26/66.

BRAZIL—Felicio Rovai, Moveis de Aco Fiel S.A., Rua Cachoeira 670, Caixa Postal 5102, Sao Paulo, **interested in visiting plants manufacturing steel office furniture and appliances.** Oct. 7 via New York for 15 days. c/o Hotel Statler, 7th Ave. & 33rd. St., New York, N.Y. Itinerary: New York, Miami. WTD under revision.

DENMARK—Nils Hesselberg Moller, representing G.A.L. Thorsens Fabriker A/S, Elstedvej, Lystrup St., **interested in establishing agency or licensing agreements for machinery such as centrifugal casting machines, packaging machines, cutting and folding machines for paper and cardboard, fish fillet and fishmeal plants, machines for production of coil springs, granulating machines, bending and cutting machines for concrete/iron rods, high pressure oil pumps, and medium size machinery related to these products.** Oct. 10 via Los Angeles for 11 days. Itinerary: Oct. 11-12 San Francisco c/o Olympic Hotel, 230 Eddy St.; Oct. 14-16 Chicago c/o Conrad Hilton Hotel, 720 S. Michigan Ave.; Oct. 18-20 New York c/o Statler Hilton Hotel, 7th Ave. & 33rd St. WTD 9/16/66.

FINLAND—Eino Ilmari Niileksela, Helsinki, **interested in contacting U.S. plastic fabricators to discuss selling or licensing patent rights for two of his inventions: an attachment for telephones which allows the operator's hands to be free while listening and speaking, with wide application in offices, for invalids, and for the military in fire control; a fish lure with concealed spring-loaded hooks, which can be adjusted to lure only fish of minimum weights.** Middle of September via New York for three weeks. c/o Finnish Consulate General, 200 E. 42nd St., New York, N.Y. Itinerary: New York; others may be arranged. WTD in preparation.

GERMANY—Manfred Joachim, representing Rationalisierungsgemeinschaft des Waecherei-Fachgrosshandles GmbH, 60-62 Alteburgerstr., 5 Koeln, **interested in buying laundry and dry cleaning equipment and supplies other than machinery.** Sept. 6 via New York for about six months. c/o Box 203, Trinity University, 715 Stadium Drive, San Antonio, Texas 78212. Itinerary: San Antonio, others to be arranged. WTD 9/9/66.

Dr. K. H. Wacker and Dr. F. Leiss, Wacker-Chemie GmbH, 22 Prinzregentenstr., 8 Munich 22, **interested in the chemical industry, water and air pollution, semi-conductors, and requesting technical information regarding energy projects such as Grand Coulee Dam and semi-conductor plants on the West Coast.** Oct. 4 via New York until Nov. 15. Itinerary: 10/4-9 New York c/o Stanhope Hotel, 995 5th Ave; Boston; Niagara Falls; Chicago; Denver; Seattle; 10/31-11/2 San Francisco c/o Fairmont Hotel; 11/2-6 Los Angeles c/o Beverly Hills Hotel; Miami; Philadelphia. WTD 3/3/66.

ISRAEL—Lucien Y. Bronicki, General Manager, Ormat Turbines (1965) Ltd., New Industrial Area Yavne, P.O. Box 68, Yavne, **interested in contacting U.S. manufacturers, importers and distributors of energy conversion and small power units to discuss joint venture or licensing agreement for Israeli production of turbo-generators, and requesting technical information.** Approx. Sept. 20 via New York for two weeks. c/o Israel Embassy, 850 3rd Ave., New York, N.Y. Itinerary: New York, Pittsburgh, Chicago, others to be arranged. WTD in preparation.

Juda Cegla, Managing Director, J. Cegla & Co. Ltd. and Olivex Ltd., 25 Rothschild Blvd. or P.O. Box 1461, Tel Aviv, **interested in obtaining licensing rights from U.S. processor of soybean meal with or without financial participation of licenser and requesting technical information on processing soybeans and soybean meal.** Early Oct. via New York for one month. c/o U. Cegla, 185 West End Ave., New York, N.Y. Itinerary: New York. WTD under revision.

JAPAN—Messrs. Reiichi Orihashi, Chief of Planning Dept., Tadashi Nomura, Plant Manager (printboard), and Yukio Tamura, Plant Manager (paper products), 2-8 Ginza Higashi, Chuo-ku, Tokyo, **interested in establishing in Japan a joint venture company with U.S. manufacturers of paper containers.** Sept. 17 via San Francisco for five weeks. c/o Gosho Trading Co., 50 Broad St., New York, N.Y. 10017. Itinerary: San Francisco, Los Angeles, New York, Washington, Richmond, Kansas City, Chicago, Seattle, Portland; others to be arranged. WTD 8/18/65.

NEW ZEALAND—E. W. Power, Managing Director, E. B. McCrea Ltd., P.O. Box 302, Wellington, **interested in locating U.S. suppliers of pig skin suede for shoe and handbag trade, men's weight calf for shoes, plastic materials for shoe trade.** Oct. 10 via New York for one week. Itinerary: Chicago Oct. 10-12 c/o William McKillop, 1817 N. Mulligan St.; New York Oct. 13-14 c/o J. Taylor III, 2670 Bedford Ave., Brooklyn, N.Y. WTD 7/28/66.

SOUTH AFRICA—Gerrit Daniel Bornman, Induscom Investment (Pty.) Ltd., P.O. Box 5172, Johannesburg, **interested in opening an Induscom office in the United States, discussing trade between South Africa and the United States, and investigating licensing possibilities.** Oct. 8 via New York for two to three weeks. c/o Trade Division, South Africa Consulate General, 655 Madison Ave., New York 21, N.Y. Itinerary: New York,

Washington, Detroit, Milwaukee, Peoria; others to be arranged. WTD 9/14/66.

H. Wongtschowski, Progressive Agencies (Pty.) Ltd., 205 Union Centre, 31 Pritchard St. and P.O. Box 6309, Johannesburg, **interested in agency agreements with U.S. manufacturers of flat woven upholstery cloth ranging in price from** $1.25 to $2.50 per yard. Sept. 30 via New York for two weeks. c/o Department of Commerce Field Office, 61st floor, Empire State Bldg., 350 5th Ave., New York, N.Y. Itinerary: New York, Philadelphia, Louisville, Atlanta, cities in North and South Carolina. WTD 9/14/66.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—Two new multi-storeyed residential blocks in Sydney will have swimming pools high in the sky. One will have its pool over the 45th storey, 500 ft. above street level; the other will be on the 20th storey.

Chase Manhattan Bank of the United States and two Australian firms, Parks Development (Banyule Australia Pty. Ltd.) and Bopark Building Pty. Ltd., are the companies concerned in the construction of the 20-storey building. A motor hotel with luxury flats will occupy 15 storeys; the other 5 will contain offices. Residents will have a clear view of Sydney Harbor and the city's inner suburbs.

The 45-storey building will have 39 storeys of home units and six of shops and offices. It will provide parking for 157 cars. Stocks & Holdings Ltd. of Imperial Center, Castlereagh St., Sydney, is the builder.

FINLAND—The City of Helsinki Gas Works plans **to rebuild** its **plant** to use virgin naptha instead of coal. A tentative operational target date for the new plant has been set for 1970 with construction to begin not later than the spring of 1968. The new plant is expected to cost the equivalent of about $2 million.

English language copies of up-to-date specifications of the plant, capacity and end-product, are available from the U.S. Department of Commerce's Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230. A copy of the Helsinki Gas Works 1965 annual report in both Finnish and English is available on a 5-day loan to U.S. firms on a first-come basis.

U.S. engineering, construction and equipment supply firms interested in participating are invited to review these documents and correspond with Helsinki Gas Works' Managing Director, Mr. Olavi Kiuru, City of Helsinki, Helsinki, Finland.

ICELAND—The World Bank has approved a loan equivalent to $18 million for the **expansion of electric power** in Iceland. The loan will assist in financing the Burfell hydroelectric power project which is being built in conjunction with the establishment of an aluminum smelter with an annual capacity of 60,000 tons.

The smelter will be financed and built by a subsidiary of Swiss Aluminum Ltd. (Alusuisse), which will purchase more than half the power produced at Burfell. Alusuisse is one of the world's important integrated aluminum companies.

Combined capital investment in the power project and the smelter will ultimately amount to the equivalent of more than $90 million and will have a far-reaching impact on the economy of Iceland.

The bank loan will assist in financing the first stage of the Burfell power project—a 105,000-kilowatt power station on the Thjorsa River at the foot of the Burfell Mountain about 60 miles east of Reykajavik, the capital and largest city; high-voltage transmission lines to connect the station with the smelter and with Reykjavik; and the necessary substations. This stage is scheduled for completion in mid-1969. A further 105,000 kilowatts of capacity will be added in a second stage.

ITALY—A company has now been formed in Palermo **to build and operate a 100,000-ton floating drydock** capable of accommodating tankers up to 200,000 dead-weight tons. The new **company is interested in corresponding with designers, engineers, contractors, and outfitters.**

U.S. firms interested in participating in any phase of this project should **write:** Societa' Bacino di Palermo, S.P.A., Via dei Cantieri 1, Palermo, Sicily, Italy.

LEBANON—The Minister of Public Works, Kamal Jumblatt, has appointed a committee to determine **possibilities of relocating the present Beirut International Airport.** Details of this proposed project are unavailable at this time.

MALAYSIA—The Ministry of Agriculture and Cooperatives, Drainage & Irrigation Division, Swettenham Rd., Kuala Lumpur, is expected to call for tenders on the **construction of the Internal Reticulation System** of the Muda Irrigation Project covering an area of 261,000 acres during the next three years.

The entire reticulation system will be divided into 10 compartments for the purpose of calling for tenders, and each compartment shall comprise the construction of approximately 70 miles of irrigation canals and drains involving about 1 million cubic yards of earth work. In addition, the work will also involve the construction of offtake structures, control drop syphons and controls, road culverts, feeder pipes, footbridges, light traffic bridges, medium traffic bridges, main road bridges, tidal gates, barrages, and so on. Other contracts for river improvements and tidal barrages will also be called.

Prospective bidders should submit their names to the Director, Drainage & Irrigation Dept., for early consideration since they will have to be forwarded subsequently to the World Bank for approval. Tender documents will be issued only to bidders approved by the World Bank.

MALTA—Plans have been advanced for the construction of a **major tourist recreation project** in Valletta calling for the construction of a **400-bed hotel and 60-70 holiday apartments, a small marina, swimming pools and other appurtenances.** Real Estates (Malta) Ltd., 35 South St., Valletta, is working on behalf of a British investor on this project. Inquiries should be directed to this firm.

PHILIPPINES—The leading power company in the Philippines, the privately owned Manila Electric Co. (MERALCO), is to receive $12 million financial help from the International Finance Corp. (IFC), an affiliate of the World Bank. The commitment will complete the financing of $94 million for the 1966-69 stage of MERALCO's **long-range expansion program.**

Purchase of the major generating equipment is expected to be financed by suppliers' credits. The rest of the present financing will be covered by cash generation, advances from the parent company and other loans.

The company has drawn up a long-range expansion program providing for the installation of about 1,150,000 kilowatts of new generating capacity, and the transmission and distribution works to go with it, at a cost of about $243 million. The first part of this plan covers expenditures up to 1969 and involves the addition of a 100,000 kw. unit, now nearing completion, at the existing Tegen Station and the construction of a new generating station, inland from Manila on Laguna de Bay, the Gardner Station, which will eventually have four units. The first and second units of the Gardner Station, each nominally rated at 150,000 kw., are part of the 1966-70 program. Building of the first unit has already started and it should be ready for operation in mid-1968.

ZAMBIA—The World Bank has approved a loan equivalent to $17.5 million to Zambia for the **improvement of sections of two of the country's most important trunk roads:** the 386-mile Great East Road linking Lusaka, the capital, with the Eastern Province and neighboring Malawi, and the 500-mile Great North Road, with its 233-mile branch to Lake Tanganyika, linking the center of the country with the Northern Province and Tanzania. These roads are key international routes and traverse important agricultural areas.

In 1964 the World Bank financed a transportation survey by consultants who recommended a transport development plan for the period 1966-70. The project being assisted by the Bank loan has high priority in the Government's highway program which is based on these recommendations.

The project includes the improvement, reconstruction and bituminous paving of two sections of the Great East Road, from Chelston to Rufunsa (92 miles) and from Nyimba to three miles east of Fort Jameson (159 miles); the improvement and bituminous paving of a section of the Great North Road from Kapiri Mposhi to Serenje (122 miles); and the detailed engineering of the Great North Road from Serenje to Mpika (147 miles).

Execution of the project is the responsibility of the Ministry of Transport and Works with the Roads Department in charge of its administration. Consultants will supervise construction and will also carry out the final design of the Serenje-Mpika section of the Great North Road. Construction will be carried out under unit price contracts which have been awarded on the basis of international competitive bidding.

The project is scheduled for completion by the end of 1969 at a total estimated cost equivalent to $29 million. The Bank loan of $17.5 million will cover the estimated foreign exchange requirements and the local currency costs will be met by the Government through budgetary appropriations.

New Books and Reports

***The Statesman's Yearbook: 1966-67.* Edited by S. H. Steinberg. St. Martin's Press, New York. 1,732pp. $12.50.**

The most recent edition of this authoritative reference to the political and economic structure of all the countries of the world has been extensively revised and up-dated, and features maps of the Republic of Congo (Kinshasa) and oil pipelines and refineries in Europe.

The book also contains detailed information on all the leading international organizations, including trade groupings.

Where available, the Yearbook lists information on governmental structure and officers, history, constitution, diplomatic representation throughout the world, area and population, predominant religions, educational system, health facilities, court system, financial structure, agricultural and industrial products, defense organization, communications, currency, and banking system of every nation of the world.

Write: St. Martin's Press, 175 Fifth Ave., New York, N.Y. 10010.

***Analyzing Overseas Investments.* Paul O. Gaddis. Harvard Business Review, May-June 1966. Reprints $1.**

The crucial strategic decisions facing hundreds of U.S. corporate managements today continue to lie in the field of overseas business investment, despite current problems associated with balance of payments and national attitudes in Western Europe. This article outlines, for those managers charged with decision making in overseas investment, a method by which all potentially relevant types of corporate return can be taken into account in reaching decisions and in comparing multiple overseas opportunities.

Write: Reprint Service, Harvard Business Review, Soldiers Field Station, Boston, Mass. 02163.

***Measuring Transactions Between World Areas.* Herbert B. Woolley. National Bureau of Economic Research. New York. 157 pp. $7.50.**

This book presents the first detailed matrixes of transactions between major world areas and provides background information on the problems encountered in moving from each country's global balance-of-payments estimates to a system of regionally integrated accounts. This experimental work has been performed for each of the years 1950-54 and covers the following main types of transactions: merchandise, services, unilateral transfers, capital and gold movements, and multilateral settlements.

Write: Columbia University Press, 2960 Broadway, New York, N.Y. 10027.

***The Handling of Trademarks Abroad by United States Companies.* Norman St. Landau. The Trademark Reporter, Apr. 1966. Reprints, $2.**

Concern about industrial property rights abroad has increased as American trade expands throughout the world. The United States Trademark Association circulated a questionnaire to its trademark owner-members covering some of the basic areas of interest. This article reports the results of the returns.

Write: U.S. Trademark Assn., 6 East 45th St., New York, N.Y. 10017.

***International Marketing of Nuclear Power Plants.* Lee C. Nehrt. Indiana U. Press, Bloomington. 405pp. $6.**

This study attempts to answer three basic questions: What are the atomic energy laws, treaties, agreements, policies, and regulations in the domestic, international, and foreign spheres? Why did these come into being? And how did they affect the foreign marketing of nuclear power plants by domestic reactor manufacturers? A series of case studies serve to illustrate the effects of this framework on reactor manufacturers in exporting nuclear power plants.

Write: Indiana Univ. Press, 10th & Morton Sts., Bloomington, Ind. 47401.

***The Middle East and North Africa, 1965-66.* 12th ed. Europa Publications, London. 820 pp. $18.**

This specialized survey and directory of the Middle East contains authoritative and up-to-date information including geographical, historical, and economic surveys; details of political, industrial, financial, cultural and educational organizations; bibliographies; and a large biographical section.

Write: Europa Publications, Ltd., 18 Bedford Square, London, W.C.1, England.

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. $13 per year ($5 additional for foreign mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Basic Data on the Economy of Morocco. OBR 66-48. 21 pp. Provides U.S. traders with general information on the economic structure of Morocco.

United States Foreign Trade 1958-65. OBR 66-49. 26 pp. Outlines the U.S. trade performance through a series of 21 tables touching on various aspects of foreign trade.

Basic Data on the Economy of the United Kingdom. OBR 66-50. 16 pp. Gives background information useful to traders interested in business in the U.K.

Market Factors in Panama. OBR 66-51. 20 pp. The import market of Panama is expected to continue expanding for the foreseeable future, in conjunction with population and economic growth.

Market Factors in Thailand. OBR 66-52. A stable government, a free and uniform exchange rate, ample gold and foreign exchange controls combine to form a solid foundation for a receptive market in Thailand.

Foreign Trade Regulations of the United Arab Republic. OBR 66-59. 7 pp. The rules for trading in this nation, where foreign trade has been largely nationalized, in line with the government's socialist philosophy.

Basic Data on the Economy of Thailand. OBR 66-60. 31pp. An economic survey of a nation which is becoming increasingly significant to United States traders.

***Legal-Economic Problems of Private Foreign Investment in Developing Countries.* Gerald M. Meier. The University of Chicago Law Review, Spring 1966. $2.25 per single issue.**

The author attempts to provide an analytical framework for appraising the investment laws and regulatory measures that might be adopted by an under-developed country to attain the double policy objective of encouraging a greater inflow of private foreign capital while, at the same time, obtaining from this capital a more effective contribution to the country's development program.

Write: U. of Chicago Law School, 1111 East 60th St., Chicago, Ill. 60637.

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Calendar *for international traders*

BOSTON—Oct. 3—Dinner meeting of Worcester Foreign Trade Council, World Trade Center. **Speaker: James E. Murrin, Office of International Trade Promotion.**

BOSTON—Oct. 13—International Trade Assn. dinner meeting, State Street Bank Roof Restaurant.

CEDAR FALLS, IA.—Oct. 5—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 10 a.m., Chamber of Commerce.

CHICAGO—Oct. 4—International Air Cargo Assn. of Chicago, Holiday Inn, O'Hare International Airport.

CHICAGO—Oct. 11—Automotive Exporters' Club, Builders Bldg.

CHICAGO—Oct. 13—Meeting for Exporters, Commerce Department Field Office.

CHICAGO—Oct. 13—International Trade Club luncheon, LaSalle Hotel. Speaker: Carl Gerstacker, National Export Expansion Council.

CHICAGO—Oct. 19—Chicago-Midwest Credit Management Assn., LaSalle Hotel.

CLEVELAND—Oct. 6—World Trade Assn. luncheon meeting.

DALLAS—Oct. 8-23—Texas International Trade Fair, Texas State Fair.

DALLAS—Oct. 17-21—World Trade Week in conjunction with the Texas International Trade Fair. Sponsors: Dallas Chamber of Commerce; REEC; and Department of Commerce Field Office.

DECATUR, Ill.—Oct. 3—Chamber of Commerce meeting. Sponsors: REEC; Chamber of Commerce.

DETROIT—Oct. 11—Export Marketing Workshop, 9:15 a.m., Federal Bldg. Sponsors: Commerce Dept. Field Office, REEC.

DOYLESTOWN, PA.—Oct. 10—Monthly dinner meeting of International Trade Development Assn. of Bucks County, Conti Cross Keys Inn, 5:30 p.m. Sponsor: Lower Bucks County Chamber of Commerce.

ERIE, PA.—Oct. 12—Regional Export Trade Conference and Workshop, GE Community Center. Sponsors: Chamber of Commerce; Manufacturers Assn. of Erie; Pennsylvania Department of Commerce; Commerce Department Field Office.

JEFFERSON CITY, MO.—Oct. 11—Show You Export Workshop, Missouri Division of Commerce & Industrial Development. Sponsors: St. Louis Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY—Oct. 11—Meeting for Exporters, 6 p.m., Advertising & Sales Executives Club. Sponsors: International Trade Club; University of Missouri; REEC; Commerce Department Field Service.

KANSAS CITY—Oct. 13—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Department Field Office.

KANSAS CITY—Oct. 19-26—Export Executive Seminar, 7-9:30 p.m., University of Missouri. Sponsors: International Trade Club; REEC; University of Missouri at K.C.; Commerce Department Field Office.

LINCOLN, NEB.—Oct. 6—World Trade Conference, University of Nebraska. Sponsors: World Trade Development Council; Division of Nebraska Resources; REEC; Commerce Department Field Office.

LOS ANGELES—Oct. 6—Workshop on Customs Procedures, 12 noon-4 p.m., Chamber of Commerce Dining Rooms. Sponsor: Chamber of Commerce. First of five sessions.

LOS ANGELES—Oct. 7—Management Problems in Doing Business Abroad Conference, 12 noon-2:30 p.m., luncheon-meeting, Chamber of Commerce Conference Rooms. Sponsor: Chamber of Commerce. First of four sessions.

MEMPHIS—Oct. 13—Export Marketing Workshop, Kimco Auto Products Inc. Sponsors: REEC; Department of Commerce Field Office.

MEMPHIS—Oct. 18—World Trade Club, Hotel Claridge, Port of New Orleans night.

MEMPHIS — Oct. 18 — Executive Level Export Seminar, Holiday Inn-Rivermont. Sponsors: Chamber of Commerce; REEC; Commerce Department Field Office. Speaker: C. A. Gerstacker, National Export Expansion Council.

MEMPHIS—Oct. 18—REEC breakfast meeting, Holiday Inn-Rivermont.

MEMPHIS—Oct. 19—Mid-South Exporters' Roundtable, Hotel Claridge.

MIAMI—Oct. 17-18—Air Cargo Workshop, Hotel Carillon. Sponsors: Civil Aeronautics Board; National Industrial Traffic League.

MILWAUKEE—Oct. 6—World Trade Club, monthly meeting, Holiday Inn-Central.

MINNEAPOLIS—Oct. 12—World Trade Assn. dinner meeting.

NEW YORK—Oct. 3—Practical Course in International Trade, first of eight weekly sessions, 5:30-7:30 p.m., Chemists' Club. Sponsor: International Executives Assn.

NEW YORK—Oct. 5—Thailand Business Opportunities Seminar, Plaza Hotel. Sponsor: Thailand Council of the Asia Society.

NEW YORK—Oct. 6—Profits in Exports Meeting, Field Office. Sponsors: Associated Corset & Brassiere Manufacturers Assn.; REEC; Commerce Department Field Office.

NEW YORK—Oct. 18—International Executives Assn. luncheon. Hotel Statler-Hilton.

NORRISTOWN, PA.—Oct. 10—World Trade Assn. of Montgomery County meeting, Crossroads Inn.

TRENTON—Oct. 7—Monthly meeting of Delaware Valley International Trade Assn.

WASHINGTON, D.C.—Oct. 8-12—U.S. Travel Conference, Statler Hilton Hotel. Sponsor: National Assn. of Travel Organizations.

WHITE PLAINS, N.Y.—Oct. 12—Westchester County Foreign Trade Council, monthly luncheon meeting, 12 noon, Rogers Smith Hotel.

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